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Urbo Kekkonen



Mauno Koivisto **3** Senators Switch, Favor 1.1010 AWACS Sale **Reagan Within 4 Votes** of Blocking a Veto

> WASHINGTON ---- President Reagan managed to switch three opponents and picked up five other votes from among the un-committed Tuesday in a major



of blood to the brain. Their medical certificate, accom-panying Mr. Kekkonen's formal letter of resignation on Tuesday, disclosed that he had been suffering for some years from arterios-clerosis, a thickening and hardening of the arteries common among

people of advanced age. Finnish political parties paid tribute to Mr. Kekkonen, who maintained relations with the West for 25 years while pursuing a poli-cy of reconciliation and under-standing with the Soviet Union.

#### **Elections Set**

Elections to select Mr. Kekkonen's successor have been set for Jan. 17 and 18, and public opinion polls show that Social Democratic Premier Mauno Koivisto is a likely candidate. He has been deputizing for Mr. Kekkonen since he went on leave.

Deputy Premier Eino Uusitalo, a close acquaintance of Mr. Kek-konen, paid tribute on Tuesday to the president's powers of judg-

Mr. Uusitalo said: "The leader of the Finnish people, a man with a unique record, is now ending a quarter of a century's work as president of his nation and coun-

The Finnish people bave had to rely time and again on his long ex-perience and his cool powers of judgment when confronted with problems of external and internal affairs."

Mr. Kekkonen was first elected to the presidency in 1956 by agrarians and Communists and retained their backing throughout his years, in office. But later he was able to command the support of all the other major parties in Finnish politics.



Roman Catholic faithful gather in prayer outside the grill of the main gate at the textile works in Zyrardow, Poland, during a Mass for striking workers that was being conducted at the mill.

### West's New Proposals on Namibia **Believed** Acceptable to Angolans

From Agency Dispatche LISBON - A five-nation negotiating team has secured Angolan support for the West's latest pro-

posals on independence for South-West Africa (Namibia), diplomatic sources in Luanda said Tuesday

The sources, contacted by tele-phone from Lisbon, said the Ango-lans had responded favorably to the proposals during a long meet-ing Tuesday led by President José Eduardo dos Santos.

But a senior West European dip-lomat in Luanda said it was still ton early to speak of a breakthrough on the dispute over the former German colony, where Angolan-backed guerrillas are fight-ing South African rule.

Angola's official news agency, giving Mr. dos Santos' reaction to the new proposals, quoted him as saying that all sides in the conflict now had an opportunity to work out a "just solution" to the territory's future. Mr. dos Santos' comments appeared to signal a shift from his government's earlier reluctance to participate in Western proposals Namibia.

The 15-man mission from the

Western "contact group" on Nam-ibia — the United States, Canada,

South Africa and further talks on

It will then visit Namibia for

talks with the South African-backed internal political parties

before completing its two-week Af-rican tour with visits to Botswana.

Zimbabwe, Zambia, Mozambique

Acti-U.S. Protest

diplomats, led by Chester A.

of state for African affairs, were

demonstrators waving anti-US placards. "Reagan: Keep your hands off Angola," one read.

The Angolan news agency quot-ed the head of the French delega-tion, Jean Husseil, as saying on be-half of the delegation that its talks

in Luanda had been very useful.

The diplomatic sources in Luan-

da said the two sides were closer

after the talks. "The Angolan posi-tion was favorable and the attitude

the Angolans took to the proposals was definitely optimistic," a source

met on their arrival in Luanda by

Radio Angola said the Western

rocker, the U.S. undersecretary

the proposals.

and Tanzania.

The mission arrived in Luanda on Monday night ar 1 met immedi-ately with Sam Nujoma, the head of the South-West African People's Organization (SWAPO), which is fighting South African rule.

During Tuesday's talks with An-golan leaders, Mr. dos Santos told the delegates: "It has not been easy to convince the parties involved in the Namibian conflict essentially ... SWAPO on one side and South Africa on the other to establish the understanding needed for a cease-fire to be signed and the transition to independence to begin.

His remarks, raising hopes that a cease-fire might be within reach, followed a declaration by Mr. Nujoma on Monday night that he was willing to sign a cease-fire agree-ment with South Africa to enable a UN force to be set up in Namibia. Despite official denials by South within the trame

The Western delegates were scheduled to meet with South African Prime Minister Pieter W. vices. Botha, Foreign Minister R.F. Botha and Defense Minister Magnus Malan on Wednesday in Cape Town before leaving for the

Namibian capital, Windhock. The South African Press Agency published a text of supposedly confidential proposals brought by the contact group that said the lat-est plan called for election of an assembly for Namibia under UN supervision before independence.

Majority Needed

The Western group suggests, the agency said, that the assembly, once elected, would have to approve a constitution for the new nation by a two-thirds majority for it to become law.

# **Union Girds for Strike** As Polish Troops Move

WARSAW - Troops moved into towns across Poland on Tuesday on the eve of a general strike by the Solidarity union, and the government condemned what it termed "strike terror." including wildcat strikes involving 300,000 workers.

"The strikes affect the defense of the country," the official armed forces newspaper Zolnierz Wol-nosci said. "We cannot play with the fate of our borneland." The official news agency PAP accused Solidarity leaders of "holding a pistol in the govern-ment's head" and warned workers against abusing the right to strike. "This time not just the government is at stake, but it is the whole nauonwide protest organized by Soli-darity since it became the Soviet bloc's first free trade union in Augtion, the state and Poland," PAP

State of Readiness

As Solarity prepared to strike, hundreds of special military task The Communist Party in Olsztyn and Bialystok ordered party members not to take part in the strike and the Polish radio said the party in Bydgoszcz was in a state of readiness to react to union deci-

said

Solidarity said Tuesday that its one-bour general strike set to begin at noon Wednesday would demonstrate that "nobody can tell us we can't strike if it is necessary."

As troops were deployed throughout the nation, the union issued instructions to its 9.5-million members, calling out every-body except workers in vital ser-

"The strikes affect the defense of the country," Zolnierz Wolnosci said. "We cannot play with the fate of our bomeland."

The Warsaw Solidarity branch issued strike instructions to the region's nearly one million Solidarity members. All union members should take part, the instructions said, except those working in schools, inter-city transport ser-vices, food-processing and medical service and supply industries, radio and television and the power industry.

The statement said: "The strike will show our government that we will defend our members, that nobody can tell us that we can't strike if it is necessary, and that our mass, with [union chief] Locb

country

parently consisting of four or five men each, would have. Meantime. Solidarity stuck up strike posters with a crowned eagle in Warsaw. The Polish cagle, the Well-informed sources said the national emblem, bas been disruling party's Central Committee, which called for a ban on strikes played without its crown since the

Communists took power in 1945. when it elected the military chief The strike poster was in the form of a pre-World War II tele-Wojciech Jaruzelski as new party leader 10 days ago, would meet affor Wednesday noon, it said: "Famine Stop Reprisals Stop We Demand Establishment of a Social Council for the National Economy ter Wednesday's stoppage. Among matters to be decided were whether Gen. Jaruzelski stays on as both premier and defense Stop It Is Our Program to Have a Self-Governed Republic All Po-land Warns Sinp."

Military Units Deployed

forces sent to small communities

around the country to belp local

authorities preserve order and han-

dle vital economic jobs, began

what functions the task groups, ap-

It still was unclear as to just

their first full day of work.

ust, 1980.

The strike will be the second na-

minister and how far the party is prepared to go in seeking a politi-cal settlement with Solidarity, the sources said.

A toughly worded statement by Communists on Monday night said that there was no justification for the strike, condemned it as political and warned that action the authorities considered dangerous would be countered. "Poland is now confronted with strike terror-ism." a statement carried by PAP said.

While visiting striking workers Tuesday in Zyrardow, south of Warsaw, Mr. Walesa said that be was in favor of troops being used to shore up the economy.

out Monday on the anti-nuclear

demonstrations, saying the Soviet buildup, not U.S. nuclear weapons

in Europe, is the danger to peace.

"I don't question the idealism of

the people who have been protest-

ing the deployment of medium-range nuclear missiles in Western Europe. But I do question their sense of perspectives." he said.

"NATO is a defensive alliance.

### White House Discounts **N-Protests in Europe**

By Lee Lescaze Washington Post Service WASHINGTON - The Reagan administration has dismissed the

anti-nuclear protest movement that increasingly is complicating European politics as a minority view that will not affect U.S. plans to deploy a new generation of me-dium-range nuclear weapons in Europe,

"While these are obvious expres-NATO exists because a threat exsions of concern by a free people, ists," be told an audience of Euro-pean and American investors at

the White House, An international panel says U.S. Mr. Bush reminded the investors that U.S.-Soviet talks on theater military increases could hurt the world economy. Page 2.

nuclear forces are scheduled to start Nov. 30. "Those who say we they do not represent a widespread aren't willing to discuss these isview of West European citizens," White House Deputy Press Secresues with the Soviets aren't talking straight" the vice president said.

gain for his fight to rescue an \$8.5-billion Saudi arms sale from Sen-PAG. ate defeat.

Or within four votes of a victory for CLASSE the sale of Airborne Warning And Control System planes and F-15

fighter-bomber weaponry. The latest count had 52 senators declared against the sale, 46 announced or leaning in favor, and

ASSIFIES two undecided. Switching in favor of the sale D EASE! were Sen, Roger W. Jepsen, Re-publican of Iowa, who had been a

declared opponent, and Sens. Charles E. Grassley, Republican of Iowa, and J. James Exon. Democrat of Nebraska, both of whomhad been leaning against it. Five senators who had been un-

committed came ont in favor of the sale Tuesday. They were: Bob Dole, Republican of Kansas; Har-rison Schmitt, Democrat of New Mexico; Walter D. Huddleston. Democrat of Kentucky; David L. Boren, Democrat of Oklahoma, and Frank H. Murkowski, Republican of Alaska," --

At the White House, President Reagan lobbied senators individu-ally for the second day in a row Tuesday and David R. Gergen, his chief spokesman, said that the president was "very encouraged" by the day's developments.

Describing the administration as being "within a very few votes" of winning Senate approval, Mr. Ger-gen said: "We definitely can win. The gap is closing. We're within a handful of votes."

Mr. Gergen said that the president was spending much of the day "in what we call quiet persua-sion," meeting separately with at east nine senators in the study in his living quarters.

FNIFIER # In addition. Mr. Reagan telearest yes phoned a number of senators and plans to continue his meetings Wednesday.

Despite his success with others, the president failed to sway at least , five opponents — Sens. Paula Hawkins, Republican of Florida; Howell Heflin, Democrat of Ala-

(Continued on Page 2, Col. 8)

#### INSIDE

#### **Dimming Outlook**

The White House is preparing to retreat from its bright economic forecasis, but staff members are at odds over exnetly how to do it. Page 11.

S. African Inquiry Two principal figures in the

Department of Justice's long investigation into South African attempts to influence U.S. public opinion are reported ready to cooperate with prosecutors. Page 5.

#### Recruitment

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A special supplement. Interna-tional Recruitment, appears on Pages 7S-10S.

#### Fought Bolsheviks

Although he fought Bolshevik troops in Finland's battle for independence in 1917 and was a noted hawk in the Finnish-Soviet wars of 1939-40 and 1941-44, he was rapidly able to establish good relations West Germany, Britain and France — later left Angola for with the Kremlin when he became president.

The Soviet news agency Tass reported Mr. Kekkonen's resignation without comment. The brief Tass dispatch from Helsinki said he had resigned for reasons of health but gave no other details. Political sources said a smooth

passage to the post-Kekkonen era will be the proof that his policies have paid off. The premier will continue to act as president until the electoral col-

lege, returned by popular ballot in January, appoints a permanent successor to Mr. Kekkonen, the

government said Tuesday. Tributes were also paid by Fin-land's neighbors — Norway, Swe-den and Denmark — and in Brussels, NATO diplomats said they did not think that Mr. Kekkonen's retirement would alter Finland's good relations with the Soviet Un-

**Outside Supporter** But they did say that his departure would deprive Moscow of a useful and respected outside supporter on disarmament and security matters.

Scandinavian diplomatic sources in Moscow said behind-thescenes signals from the Kremlin indicated confidence that Finland would continue to be a stable partner for Moscow in the West.

Far from regarding Mr. Kekkonen's departure as the "end of an era" in Finnisb-Soviet relations, Moscow expects the close and cordial ties to be continued no matter

who replaces Mr. Kekkonen, the sources said . Relations between Finland and its powerful neighbor, both politi-cally and economically, have never been as solid as they are at present,

according to officials on both In the 25 years that Mr. Kekkonen was in office, Moscow benefited from his support for many of its

said.

foreign policy initiatives on disar-mament and European security. He visited the Soviet Union about 30 times - five times on official visits - and was believed to be Moscow's favorite Western pol-

tician. Over the years, he formed pervict Union.

In the Soviet press, Soviet-Finn-ish ties are often cited as an exam-ple of the sort of relations other Western countries, particularly in Scandinavia, could have with Mos-COW.

sides.

work of the UN Security Council resolution on the territory's independence.

But Mr. Nujoma also said that if the resolution is not implemented. SWAPO will "continue the armed struggle until final victory."

Africa, Angola says South African troops still occupy part of its southern territory along the border with Namibia, after striking deep into Angola two months ago in an incursion that Pretoria said was aimed at SWAPO bases and installations conditions.



BOMB ALERT - A remote-controlled bomb disposal unit crosses road near Oxford Street Tuesday to investigate a suspicious package. Two packages — both proved harmless — were exploded as an IRA bombing alert continued. Scotland Yard sought six to eight suspects in the bombing on Monday that killed a man in the city's shopping district. Details, Page 2.

### NATO Moves Ahead With Program to Modernize Battlefield Arms

#### By Walter Pincus Washington Post Service

THE HAGUE - While controversy swirls around NATO's plans to modernize its nuclear missile force in Europe, the alliance, largely at U.S. insistence, is moving ahead with a lesser-known pro-

gram that would increase the West's capability to fight a shortrange nuclear war. The program, first drawn up in 1977, calls for delivery of addi-

tional new U.S. nuclear artillery shells to Western Europe, tripling the number of weapons capable of firing them and devising new, diffi-cult-to-detect methods of delivering the weapons to the front lines.

#### Short-Range Shells

A key portion of the program, adopted by NATO with much less public scrutiny than the controver-sial decision to deploy Pershing-2 and Cruise missiles in Western Eusonally warm ties with Kremlin and Cruise missiles in Western Eu-leaders, especially the late Soviet rope, is moving ahead rapidly Premier Alexei Kosygin with among U.S. forces, but has run whom he spent holidays in the So-into delays from some of the other countries, it was learned in recent talks with military sources in the Netherlands, Britain and West

Germany. The modernization plan also calls for delivery of new U.S. and an expansion in the number of 155 mm guns and eight-inch batteries dual capable, according to sources bere. Other NATO allies reportedly bave yet to make final decisions. sources said.

The first of the new shells were to be neutron warheads for the eight-incb howitzers but controversy has stalled this part of the program. The White House has approved production of the new ISSmm nuclear shell. to the enemy.

Before the program began, sources said, about one-third of the roughly 1,600 U.S.-built, 155mm and eight-incb artillery pieces in Europe were capable of firing either conventional or nuclear shells - dual capable, in military terminology. The goal of the modernization plan, as drawn np in 1977, sources said, was to give dual capability to all the US. made artillery deployed with American and other NATO-committed forces.

by The U.S. forces, sources in Washington said recently, have al-ready completed a key portion of the modernization and will be able to fire the newer nuclear shells, but not all NATO allies have followed suit. The Dutch, for example, so short-range nuclear artillery shells far have refused to make all their

lery and other short- and mediumrange nuclear missiles. The buildup took place along with contin-ued modernization of Warsaw Modernization Program Pact conventional forces, the offi-The modernizaton program also cials said.

ture new eight-inch shells to re-place the 20-year-old ones now de-ployed with NATO forces. Those shells were not only to be longer range, reaching almost 20 miles, If NATO increased the number of its artillery pieces that could fire nuclear shells, one Pentagon offitwice the present range, but they were also to have neutron warcial said in explaining the modern-ization plan, the Soviet Union would have to keep its forces heads. Neutron warheads use radiauon rather than blast effects and heat as the main killing mechadispersed along the entire Eastnism, so that, it is argued, they West border to reduce the effects would cause less structural damof a nuclear strike.

A top NATO general gave another reason. The acquisition by the Soviet Union of new sbortrange nuclear systems, he said. made our nuclear artillery vulnerable." Once the Soviet Union begins producing dual-capable artil-lery, he said, NATO needed more weapon. Meanwhile, discussion of of its own, based on the notion that nuclear artillery attacks nucleother elements in the short-range ar artillery.

At the time the buildup of dualcapable artillery was approved by NATO's Nuclear Planning Group, it was thought these short-range

lary Larry Speakes said Monday "I hope that some people in Eua statement. Walesa at its bead, represents the rope will lower their rbetoric long

"We feel this will not impact on greatest number of people in our enough to listen to that point," he our policies," presidential coun-sclor Edwin Meese 3d added in a ... We are working very hard and we cannot agree with our government's policies and actions, telephone interview.

Mr. Meese said the United because we want to live in better States will follow the course agreed on by NATO in 1979 of deploying modern nuclear weapons while pursuing talks with Moscow on reducing nuclear forces in Europe.

The White House statement said that public opinion polls "consistently show strong majority support for NATO, and the West European governments certainly share our concern over what's clearly the main threat to peace in Europe the unceasing Soviet military buildup of recent years."

[On Tuesday, Defense Secretary Caspar W. Weinberger acknowledged that the peace movement could become a matter of "consid-erable concern" if it spreads to the point where it affects policies of European governments, United Press International reported from Washington. [Mr. Weinberger was asked what

the U.S. reaction would be if pro-tests reach the point of preventing European governments from deploying the weapons. "Well, if it should go into anything of that kind, I think it would be a matter of considerable concern," be re-Died

of nuclear weapons starting in the European theater is conceivable, but stressed, "that is not the plan."]

decision on short-range modern-ization, which was carried on mainly in secret, NATO made a public show of its December, 1979. decision to produce and deploy the Pershing.

#### Nuclear Artillery Shells

NATO's building of new nucle-ar artillery shells, although slowed by the controversy over the neutron sbell, has continued.

A new 155mm shell has been designed. Although it was once planned to make it a neutron shell. that idea, sources said, has been dropped. Instead, it will have a larger yield than the shell now deployed, but still will be less than two kilotons.

The Carter administration In June, 1977, a public furor refused to fund production of this new nuclear shell but in one of its broke out at the disclosure of the first acts the Reagan administra-tion approved funding. The funds, neutron warhead and a debate on whether to go ahead and produce it raged for almost a year, culmibowever, are still in dispute in nating in President Jimmy Carter's Congress where there has been decision to build components but long-standing opposition to having not assemble the controversial two types of nuclear artillery.

Sources on Capitol Hill and in the Pentagon said recently that they expect the dispute to be solved and a new shell produced for deployment within five years, unless NATO decides it is not needed.

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NATO Artillery

through the 1970s of nuclear artilversial for the public to accept than the long-range ones. One of the first steps in the program, bowever, was to manufac-

'77 Plan Is to Update Alliance Weapons to Fire U.S. Nuclear Artillery Shells systems would be far less contro-

to influence opinion.

added The European anti-nuclear movement has picked up steam since Mr. Reagan took office. Its leaders cite statements by the pres-

ident. Mr. Weinberger and other administration officials as evidence that Europe could be a nuclear battlefield in a war between the Soviet Union and the United States that neither superpower would escalate to a total nuclear exchange.

Last weekend, at least 600,000 turned out in London, Rome, Paris and Brussels to demonstrate for nuclear disarmament.

Mr. Reagan shocked Europeans 10 days ago by saying that he could envision a nuclear exchange between the United States and the Soviet Union that would be limited to Europe and not erupt into world war. In an effort to reassure Europeans, Mr. Reagan issued a statement last Wednesday saying: "The suggestion that the U.S. could even consider fighting a nuclear war at Europe's expense is an

outright deception." There have been no protests in the United States such as the buge turnouts in Europe, but a recent Washington Post-ABC News poll [He repeated that a limited use

indicated that many Americans worry about Mr. Reagan's attitude toward nuclear war. Mr. Meese said Mooday the European demonstrations indicate a fairly well-orchestrated attempt

Vice President Bush also spoke

In its place came a new empha-

called for NATO units to adopt new tactics to speed delivery of nuclear shells to front-line artillery without giving away their locations Up to now, sources said, the few nuclear-capable artillery batteries were easily identifiable because they carried special communica-

program, special firing teams were to be held back from the front line and dispatched with their nuclear shells to the batteries that were to

be used. The plans to deploy medium-and long-range nuclear missiles in Western Europe, strongly pushed the Reagan administration, have touched off mass demonstrations in Bonn, London, Paris and Brussels in recent days.

NATO defense officials, interviewed over the past weeks, justified the preparatinn for shortrange nuclear warfare by citing the buildup by the Soviet Union

tions equipment. Under the new

modernization program faded. sis on the need to push ahead with the longer-range Pershing and Cruise missile systems. Unlike the

#### Page 2

#### INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 28, 1981

### 6 to 8 Suspects Sought Arms Race In London Bombing

The Associated Press LONDON - Scotland Yard combed London Tuesday for a gang of six to eight Irishmen and women suspected of a role in the IRA bombing Monday that killed a man in the city's busiest shopprog district

Oxford Street, normally teeming with shoppers, was cordoned off Tuesday as police searched for devices similar to the 5-pound (2.3 kilogram) bomb that exploded in a Wimpy bamburger bar. The bomb killed a police explosives expert as he tried to defuse it in a basement toilet. Police defused a second bomb at Debenham's department store, 400 yards away on the same street.

At Scotland Yard, Deputy As-sistant Commissioner David Powis declared at a press conference that the police were bunting an IRA gang of "six to eight people, possi-bly with two young females."

Mr. Powis said that the suspects were believed to be still in London. possibly living as lodgers or short-term tenants. "The overwbelming likelihood is that they speak with Irish accents and may be recent arrivals." he said.

#### Network of Sleepers

Police said earleir that the bombers may he supported by a network of "sleepers" - IRA guerrillas infiltrated into Britain several years ago and activated for a new bomb campaign.

In the House of Commons, Home Secretary William Whitelaw appealed for public vigilance to

### **Carrington Says A-Missiles** Are Safeguard Against War

LUXEMBOURG — British For-eign Secretary Lord Carrington on Tuesday defended NATO's plans for new nuclear missiles as a safe-guard against war in Europe. At the same time, he criticized Western disarmament movements for

"making war more likely." In a speech here he explained the theory of deterrence behind the hnnest Europeans who advocate NATO plan to deploy new U.S. unilateral disarmament are "naivemissiles capable of hitting the Soly" emboldening the Soviet Union in create a European crisis or even viet Union from European territory. Without referring to President Reagan's remarks about a nuclear launeb a war. war confined to Europe, Lord Carrington's speech explained bow 66% in Belgium the new weapons are supposed to

prevent any nuclear exchange. Unless NATO ends the Soviet advantage in medium-range mis-siles, he said. Soviet planners may believe that "the West's only defense against Soviet theater nuclear weapons would be the intercon-tinental missiles in the United States and that America might not use these to defend Europe because of the prospect of Soviet nuclear retaliation against the United States itself."

Commissioned by two Flem-"We have confidence in our ish-language dailies, the poll rees: But it is what potential adversary may think that determines his behavior." be said. In other words, the deployment of the new U.S. missiles would reable. duce any Soviet temptation to believe that Western Europe could he intimidated, according to the NATO theory. Lord Carrington criticized disarmament advocates for distorting the theory of deterrence. "Failure to recognize this complicated but crucial fact about deterrence that it rests on thinking out and blocking off in advance a variety of possible moves in the mind of a possible opponent - underlies

help police track down the Irish Republican Army bombers who have struck three times in 17 days, killing 3 and injuring 38 persons. "I can assure the House that the police are taking all possible steps,

as they have done in the past, to bring the criminals to justice." Mr. Whitelaw said. "They need help from the pub-lic, and above all, vigilance. Any suspicious objects or actions should be reported to the police immediately," he added. Meanwhile in Washington,

House Speaker Thomas P. O'Neill, Democrat of Massaebusetts, called the latest round of IRA bombings depinrable and urged Americans not to contribute to any organization that supports Irish unity through the use of such methods.

#### Terrorism Condemned

"Irish unity is not promoted by shedding British blood or Irish blood," said Rep. O'Neill, whn is of Irish descent. "These acts of ter-rorism must be condemned by all those truly interested in the welfare of ireland."

Monday's bombing was the first time since December, 1978, that the IRA attacked a civilian target in England. Since 1972, about 400 bomb and gun attacks nn the

mainland have taken 69 lives and maimed hundreds. Scotland Yard said that it was

moving more policemen into cen-tral London and encouraged Christmas sboppers to be vigilant. West End stores are relying nn a bumper Christmas trade after a dismal 1981 turonver.

plan for nuclear war as something

expected nr probable. It is, on the

**Oppose Cruise** 

**Bases**, Poll Says

The Associated Prest

BRUSSELS - Two-thirds, or 65.9 percent, of Belgians do not

favor deploying medium-range nuclear missiles in Belgium, ac-

cording to an opinion poll pub-

lished Tuesday.



PARIS - An international panel on disarmament has agreed that the increased military spending that President Reagan is advocating to match Soviet spending risks

making the world's economy worse rather than better. The panel, known as the Independent Commission on Disarmament and Security Issues, was created last year under the chairmanship of former Premier Olof Palme of Sweden to act as a high-level pressure group for world disarma-

**Economic Case** 

It took as its model the Brandt It took as its model the Brandt Commission on development problems, a group headed by for-mer Chancellor Willy Brandt of West Germany. That commission achieved a major success last week when 22 leaders nf industrialized

and developing nations met in Cancún, Mexico. The meeting had been organized at the Brandt Com-mission's suggestion.

Prominent members of the disarmament commission, which end-ed its seventh meeting over the weekend, include former U.S. Secretary of State Cyrus R. Vance; David Owen, former foreign secre-tary of Britain; Georgy A. Arba-tov, a member of the Soviet Central Committee; Lt. Gen. Olusegum Obasanjn, a former Nigerian head

nf state; and former Premier Mustapha Khalil of Egypt. Speaking at the end of the ses-sion, Mr. Palme said there had "a general consensus that there is now a strong economic case for disarmament." The \$500 hillion a year spent on weapons, be said, was "tying up resources and skilled manpower that can be more

contrary, to ensure that, even if an profitably used in other ways." adversary believed in limited nu-In addition, Mr. Palme said the clear war, as Soviet writings somecommission generally agreed that "the beneficial effects of defense times seem to do, he could not expect actually to engage in one without losses out of all propor-tion to the desired gains," he said, spending on employment and tech-nological development tend to be exaggerated and will become more Lord Carrington said that many so in future."

> At previous meetings, the commission has supported the creation of nuclear-free zones as a concrete step toward more effective arms control; urged the United States and the Soviet Union to preserve their treaty limiting deployment of anti-ballistie missile systems; and called on Washington and Moscow to negotiate reductions in their European nuclear arsenals, as they have now agreed to do at talks that are to begin in Geneva on Nov. 30.

#### Situations Not Congruent

At closed sessions, participants said, the commission examined studies by outside experts that argued that higher arms spending was now more likely to promote inflation and unemployment than stimulate economic recovery, un-like the situation in World War II,



Chief U.S. delegate Max M. Kampelman, left, and chief Soviet delegate Leonid Ilyichev talked in Madrid on Tuesday morning before the resumption of the European Security Conference.

### **Sparring, Gloom About Outcome** Mark Resumption of Madrid Talks

Afghan Opposition

By James Markham New York Times Service

MADRID - Almost one year old, the 35-nation Madrid conference on détente and buman rights resumed Tuesday after a summer hreak, with sparring between East and West in a plenary session and expressions of gloom about the gathering's outcome among dele-gates in the corridors. Since it opened formally last November, the Conference on Se-

curity and Cooperation in Europe has labored to review and advance the 1975 Helsinki accords, which enshrined the word "detente" in

the international diplomatic vocabulary But Western diplomats acknowledge that little true progress has been made, and, in private conver-

sations, several senior delegates were pessimistic Tuesday that an nverall agreement could be EEC nations, a Canadian proposal reached by a cut-off date of Dec. for a post-Madrid "experts' meet-ing" on human rights, which the 35

With the Warsaw Pact and Helsinki signatory states are North Atlantic Treaty Organiza-tion states at loggerheads over the pledged to respect. Leonid D. Ilyichev, the 75-yearconvening of a post-Madrid disar- old chief Soviet delegate, broke litmament forum, diplomats are al- tle new ground in his opening

ready exploring ways of elegantly speech, according to diplomats Paris Bars New Terms

**For Foreign Bankers** By Paul Lewis

ing note, saying, "We want to make it clearly understood that that we intend to use all legal New York Times Service PARIS - France's Socialist gov-

ending this conference while keep-ing alive the flickering "Helsinki whn took nates on it. Unlike some Western states, the Soviet Union does not release copies of its dele-Speaking in plenary session on behalf of the 10 European Ecogates' speeches in reporters in Ma-

drid Mr. Ilyichev, a deputy foreign minister, called attacks on Mosnomic Community states, John Wilberforce, the British delegate, cow's human rights record "cheap propaganda," and praised recent pacifist marches in Western Euchastised Moscow for its occupation of Afghanistan, a crackdown on human rights activists and mirope as a sign that "the spirit of detente is still alive." Mr. Wilber-force retorted that implementing the Helsinki buman rights articles nority groups in the Soviet Union. the jamming of Western radio hroadcasts and failure to give ade-quate notification of military maneuvers around Poland. would give Soviet citizens the op-

portunity to demonstrate, too.

The growing pacifist and anti-armament movement in Western The people of Afghanistan Europe, which has attacked the de-ployment of U.S. Pershing-2 and Cruise missiles in NATO states, continue to make clear their opposition to the Soviet-created regime by fighting or fleeing in ever-in-creasing numbers," Mr. Wilber-force declared. bas begun to stir some concern among Westero delegates in Ma-He endorsed, on behalf of the drid.

"I suppose it will make the Russians less likely to negotiate, won't it?" observed one Western European envny. "They've got a good thing going, and I suppose they will try to keep it that way."

Contrasting NATO and Warsaw Pact conceptions of the post-Madrid disarmament conference, which would strengthen so-called "confidence-building measures" to lessen the chances of a surprise military assault, remain the main stumbling block to a Madrid agreement. The NATO states insist that such a conference have a strict agenda, while Moscow seems to envison a more opened-ended gathering.

#### Territorial Zone

When the Madrid gathering

eaders identical.

### WORLD NEWS BRIEFS

#### Madrid Defeats Bids to Reject NATO

#### The Associated Press

MADRID - The Centrist government Tuesday defeated two leftist attempts to block the parliamentary debate on Spain's entry into NATO. The moves indicated that Premier Leopoldo Calvo Sotelo would be supported on the basic issue.

By a vote of 173-138, with 15 abstentions, the lower house of parliament rejected a Socialist motion demanding that a constitutional court rule on the parliament's right to approve entry into the North Atlantic Treaty Organization.

The house also rejected by 172-144, with 10 abstentions, a Communist and Socialist motion that the issue be decided by a national referendum, and not by parliament. Approval of Spain's entry into NATO is expected later this week by a simple majority vote.

Reuters

#### **EEC Clashes Over Textiles Pact**

LUXEMBOURG - Member states of the European Economic Community clashed here Tuesday in attempts to draw up a common negotiating position for a new international textiles trade pact being negotiated year, EEC sources said.

They said EEC foreign ministers deferred the question to national experts after sharp divisions emerged between the West German position, in favor of a liberalization of the pact, and that of the Italians and French, who want sharper curbs on textiles imports from developing countries.

The ministers were attempting to define the community's position ahead of talks beginning again in Geneva next month on a third multifi-bre arrangement. The current arrangement expires on Dec. 31.

#### **Musavi Nominated as Iran Premier**

The Associated Press

BEIRUT — President Ali Khamenei nominated Foreign Minister Mir. Hossein Musavi as Iran's new premier on Tuesday and asked parhament to give the hard-line fundamentalist a vote of confidence, the Pars news.

agency reported. Meanwhile, Mr. Musavi tild a news conference in Tehran that Iran has a new plan to resolve the crisis of the Soviet intervention in Afghanistan that will he presented in the next few days, Tehran radio reported. Mr. Musavi did not spell out details of the plan but said it would exclude any U.S. or European involvement in the situation.

#### Air Fares in Europe Will Rise 3% The Ass

CANNES — Air fares in Enrope will rise 3 percent starting Jan. 1, in was announced Tuesday at the annual meeting of the International Air. Transport Association. There will be some regional exceptions to the .

overall increase, the organization's tariff coordination group said. The association's secretary-general, Knut Hammarskjold, referring to a scheduled Dec. 2 meeting on North Atlantic fares, said association specialists estimate that unfilled seats across the Atlantic equal 56 empty Boeing 747s each day. "It has become imperative to establish an eco-nomic tariff structure," Mr. Hammarskjold said.

Air France President Pierre Giraudet, president of the association, denied numors of a 10-percent fare rise in 1982 because of 1981 losses estimated at \$2.1 billion. Mr. Giraudet said some companies might ask for increases, but others only want existing rates to be applied with illegal discounts banned.

#### News Organizations Meet at Unesco The Associated Press

PARIS — Representatives of news agencies, broadcasting organiza-tions and communications authorities from developing countries and the industrialized world on Tuesday opened a four-day meeting at Unesca. aimed at achieving a wider flow of information and exchange of programs.

Among the subjects scheduled for discussion are reductions in cominications tariffs and greater use of space satellites to improve movement of information within developing countries and between these countries and the industrialized nations.

The meeting comes within the framework of the Paris-based UN Edacation. Scientific and Cultural Organization's growing role of serving as . a forum for discussion of international communications issues.

#### Sudan Plays Down Libyan Crisis The Associated Press

CAIRO - Sudan's foreign minister on Tuesday sought to play down the danger of war with Libya, saying he hoped Libya would make good

on its promise to pull troops back from the Sudanese border. Mohammed Mirghani spoke to reporters after a meeting with Egyp-tian President Hosni Mubarak. He said he gave Mr. Mubarak a letter from Sudanese President Gaafar Nimeiri and found the views of the two

Asked if the crisis had eased, he replied: "Actually the crisis is there, ch deliter and we hope to the area of an casing." Hc said there was no evidence that Libya had pulled back its troops, but added: "We are still encouraged by their statement and maybe we say it will take some time before they reach that end and start to execute what they have said."

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many of the criticisms of Western security policy," he said. "To do this is not in the least to

have a 'war-fighting' strategy or to

ported that 41.8 percent of Belgians view such deployment as "very unfavorable" and 24.1 percent as "rather unfavor-

Only 13.3 percent said they considered as "rather favorable" plans to place 48 Cruise missiles here as part of a NATO deployment scheme in five European countries. A "very favorable" response was given by 5.2 percent, the poll

It questioned 1,621 voters between Oct. 14 and Oct. 18, or more than a week before last Sunday's mareb by more than

100,000 protesters through Brussels protesting the deploy-ment of U.S. arms in Europe.

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when heavy military spending helped pull the industrial world out of the Depression. Prof. Lester C. Thurow of the Massachusetts Institute of Technology said that the U.S. economy

could safely afford any level of military spending considered neo-essary for national security, provided it was financed properly. In the Korean War, he said, the U.S. government wisely raised taxes and imposed controls on the

economy to limit the inflationary impact of higher military spend-ing. But, Prof. Thurow said, President Lyndon B. Johnson tried to pay for the Vietoam War while also increasing social spending, leading to inflatinn and recession.

"We think the indemnization proposals are just and equitable. If we need to explain them more fully to sharebolders, we will do so. But there is no question of any increase," said Jean Le Garrer, the state secretary responsible for the nationalization program.

To give foreign shareholders better terms than Freneb ones would be discriminatory, he said in a television interview. "You can't treat shareholders in different ways, that's fundamental," he said.

French industrial companies and

banks scheduled for nationaliza-

Bill Passes Assembly

The Socialist-dominated Na-(The Socialist-dominated Na-uonal Assembly Monday night passed the government's natinnal-ization bill, 332 to 154, providing fnr state control of five major in-dustrial groups, 36 banks and two financial institutions. The Associ financial institutions, The Associated Press reported. The hill now goes before the Senate, a largely consultative body which can amend but has no power to reject

The bill nationalizes the chemical group Rhone-Pouleuc, the metal-refining, aluminum and stee Péchiney-Ugine-CDACELD Kuhlmann, the electronic firms Thomson-Brandt and Compagnie Générale d'Electricité, and Saint-Gobain-Pont-à-Mousson, a diver sified conginmerate. The financial institutions are Compagnie Finan-cière de l'Indochine et de Suez, known as Indosuez, and Paribas. The government already has nationalized two major steel firms, Usinor and Sacilor, and has taken mainrity control of the Dassault aviation company and the military manufacturing portions of the Ma-tra high-technology firm.]

Meeting in London

On Monday, representatives of 16 U.S. and European banks and financial institutions denounced as inadequate the French government's compensation offer for their shareholdings in companies awaiting takeover after meeting in London to coordinate their re-SDORISE.

The banks and institutions sal. they accepted the government's sovereign right to nationalize "any part of the economy which seems appropriate." But they described the indemnization offered as fall-ing short of internationally accept-ed anrms. Independent valuations, they said, "point to a valuation at least twice that proposed by the French authorines

While expressing willingness to negotiate with the government, the nnly practical thing is Camp Da-communiqué published by the for-vid. We have to stick with it, we eign banks concluded on a menac-

crament on Tuesday apparently means at our disposal so as receive an adequate, prompt and turned down a joint demand by effective compensation U.S. and other foreign banks for a

Institutions represented at the London meeting included Wells Fargo, Harris Trust and Savings Bank and Philadelphia National substantial improvement in the compensation they are being of-fered for their shareholdings in Bank from the United States; Commerzebank, Bayerisebe Vereinsbank, Hessische Landesbank and Westdeutsche Landesbank, from West Germany; Banco Ambrosiano di Milano from Italy; Belgium's Société Générale de Banque: Britain's Royal Bank of Scotland; the Anglo-American Corp. of South Alrica; Neder-landsche Middenstand Bank of the Netherlands, and P.K. Banken from Sweden

> Also present was Jean Rey, the Belgian politican and former presi-dent of the European Economic Community Commission, in his capacity as chairman of the Syndicat des Actinnnaires Etrangères de la Compagnie Financière de Paris et des Pays-Bas, a recently formed association of foreign shareholders in the hig French investment bank, better known as Paribas, which is on the Socialists' nationalization

The London meeting of bankers is the latest sign that foreign share holders in the companies due to be nationalized are organizing them-selves to fight fur better terms from the government.

By William Claiborne

Washington Past Service

journed July 28, the two sides disagreed over the territorial zone that should be discussed. After the Soviet Union agreed to include Russian territory up to the Ural Mountains — the Helsinki accords cover only 155 miles (250 kilome-ters) — the chief U.S. delegate, Max M. Kampelman, offered a concession that would cover U.S. transatiantie troop movements to

Europe. But Mr. Ilyichev insisted Tuesday that another concession was required. So far, the position of the United States and its NATO allies is that no further concessions are possible.

The failure of the Soviet Union respect even the limited Helsinki notification procedures before its military maneuvers near Poland this year has suggested to some diplomats in Madrid that Moscow is not interested in a conference on "confidence-building measures" except as a propaganda forum.

The situation in Poland, which had been in the center of altennion at the conference, has receded somewhat as a concern. But, in an ntherwise bland speech, Wlodzimi-erz Konarski, the Polish delegate, said Tuesday: "Only the Polish people must decide the future direction of their Socialist society." This seemed to be a warning against Soviet interference.

ing to implement any other initia-

only with the fact, and that is

Camp David. That is our opinion."

Mr. Ali added, "We have to deal

Mr. Ali's comments were in

#### **UN Deadlock on Secretary-General**

United Press International UNITED NATIONS, N.Y. --- The UN Security Council was deadlocked Tuesday after four rounds of balloting to choose a candidate for UN secretary-general. Following the deadlock, the 15-nation Security. Council adjourned until Wednesday.

Council sources said that the election became a close contest between combent Secretary-General Kurt Waldheim and Tanzanian Foreign Minister Salim Ahmed Salim, who is backed by a majority of Third World countries.

The sources said that Mr. Waldheim had slowly gained in the four rounds of inconclusive balloing and obtained the required majority. However, he was consistently vetoed by China, they said. The Chinase have emphasized in previous public statements that they favored a Third. World candidate.

#### Afghan Rebels Seek to Swap Adviser The Associated Press

GENEVA - The International Committee of the Red Cross confirmed Tuesday that it has been approached by an Afghan insurgent group regarding a proposal to exchange a captured Soviet adviser for rebels held by the Kabul anthorities.

A spokesman for the Swiss humanitarian organization said the com-mittee cannot act on the proposal until it has seen and talked to the adviser. Only after such a visit would the committee he permitted by its own rules to submit the proposal to the Soviet government, the spokes-man said. He declined to elaborate.

Afghan sources in Islamabad, Pakistan, identified the adviser as EM. Okhrimyuk, 67, a geologist who led a Soviet technical mission, was kid-napped in Kabul nn Sept. 12 and was taken to a rebel stronghold in eastern Afghanistan.

### **3** Senators **Favor Sale**

#### (Continued from Page 1)

bama; William Roth, Republican of Delaware; Wendell Ford, Den-ocrat of Kentucky, and David F. Durenberger, Republican of Min-nesota --- as he continued his blitz at the White House.

Mr. Gergen said that there was "absolutely no chance he will withdraw" the arms package if it looks as if it will not be approved. "It will go to a final vote tomorrow. afternoon,"

Mr. Reagan plans to send Senate Majority Leader Howard H. Baker, Republican of Tennessee, a letter Wednesday outlining the ar-rangements between Saudi Arabia and the United States for the sale.

this sale is in the best interest of peace and the national security of

Sen. Baker and his aides said that they were confident of switching enough votes to win the sale on a 50-50 tie and Sen. Dole said, "I think the president's going to win this thing."

Mr. Gergen said. The letter will not be classified, he added. The president's spokesman said that the arguments that Mr. Reagan was using in his talks with senators were "along the lines that

the United States."

**Egypt Aide Stresses Camp David** and Gazz Strip were disputes over the right of Arab residents of East Jerusalem to vote for the proposed

Palestinian autonomous council, and the construction of Jewish civilian settlements in the occupied territories.

sharp contrast to those last week The autonomy talks are schedhy Egyptian Minister of State for Foreign Affairs Butros Ghali who, uled to resume next week in Cairo at the ministerial level. in an interview with the Beirut

weekly, Al-Usbu Al-Arabi, said **Tourism Agreement Signed** 

unequivocally that Egypt support-TEL AVIV (AP) - Israel and Egypt, breaking new ground in their normalization drive, signed a tourism accord Tuesday and We support Prince Fahd's agreed on improved phone and

mail connections. Israel Radio said an accord casing Israeli tourist access to Egypt was signed by Israeli Defense Minister Ariel Sharon and Mr. Ali at a meeting here. The agreement pro-

vides for opening four crossing points along the border after Israel vithdraws from the final sector of

the Sinai desert next April.

Strike Hits Norwegian Oil

OSLO - Oil and natural gas production in the Ekofisk field of Norway's sector of the North Sea was halted Tuesday by a strike over wages by 500 production negonations on Palestinian auton-omy for the occupied West Bank oil are produced daily in the field.

that may restore peace in the Mid-dle East," Mr. Ghali was quoted as saying. He told the Beirut weekly that Egypt did not elaim any monopoly on peace moves in the region but was striving for a compre-hensive settlement, "wbether it stems from the European initia-

tive. Romanian mediation or from a Soviet initiative. There is no difference. Mr. Ghali added, however, that

it would be "stupid" of Egypt to abandon its present commitments before any other initiative becomes effective."

Mr. Ali, who met with Prime Minister Menachem Begin and other top Israeli officials during his stay here, said the two greatest problems in the Egyptian-Israeli

plan, and are open to any initiative

thing that has to be done? So, the

have to implement it before look-

of Saudi Arabia, Mr. Ali rejected ed the Fahd plan. at least implicitly any consideration of that plan for the time being, when answering reporters' questions upon his departure after three days of talks with Israeli officials. When asked if he supported the Saudi plan, which calls for Israeli

withdrawal from territories occupied in the 1967 war and the establishment of a Palestinian state, Mr.

All replied: "We have now the peace process, the Camp David accords, the only fact in our area and in our life now. Whatever are the initiatives here or there, it has to be discussed with the parties concerned. Many

resolutions from the United Na-tions have been stated and published, but where is the practical

JERUSALEM — Egyptian For-eign Minister Kamal Hassan Ali on Tuesday said that the Camp David peace accord is "the only fact in our area" and should be implemented before any other peace initiatives are considered. While he did not specifically mention the eight-point peace plan advanced by Crown Prince Fahd

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 28, 1981

### "just No Call for International Conference **On Mideast Renewed by Brezhnev**

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Washington Pair Service MOSCOW — Soviet President Leonid I. Brezhnev renewed his call Tuesday night for an international conference on the Middle East, calling it "the alternative to Camp David" and asserting that U.S.-Israeli policies "mean blood, destruction and sorrow for the Arabs.

In a vigorous push to regain dip-lomatic initiative in the region fol-lowing Anwar Sadat's death, Mr. Brezhnev coupled a stinging attack on the Reagan administration with in new details about his proposal. East peace initiative, under which which he first made last February. Britain, France, Italy and the

By Bernard Gwertzman

New York Three Service WASHINGTON --- The Reagan

administration says in a report to Congress that although the United

As to Saudi Arabia, which Presi-

dent Reagan has declared be would not permit to become an-other Iran, the joint State and De-

fense Department statement said

that the stationing of four U.S. Air Force Airborne Warning and Con-

The discussion on U.S. commit-ments in the Middle East was in-

cluded in a 10-part response to

questions posed by the Joint Eco-

nomic Committee. Its chairman, Rep. Henry S. Renss, Democrat of Wisconsin, released the answers

Monday along wth his own criti-

He said that the administra-

tion's statement "suggests that the administration is prepared to un-dertake 'commitments' to the mili-

tary security of the Gulf states for

which it has not requested or

Although he did not specifically

attack the U.S. commitments to Is-

rael, Saudi Arabia, and other states, Rep. Reuss said that the ad-ministration "has spelled out a dangerous strategic doctrine,.

which may return to haunt us in

to commit U.S. prestige, power and military might to the defense

of remote areas of the world, with-

out the advice, much less the con-

sent, of the Congress," he said.

"It has asserted, in effect, a right

the months and years to come."

received congressional approval, contrary to constitutional proce-dure and long-established prac-

and the proposed sale of five AWACS planes to the Sandis are

evidence of "our commitment."

Congress that although the United States has no formal security obli-gations toward Middle East na-tions, it has "general policy com-

mitment to the security and integ-tity" of Israel and other "friendly

states in the area."

U.S. Cites Commitment

To 'Friends' in Mideast

government

long-standing."

Franklin D. Roosevelt."

Saudi Arabia," it said.

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Security of Friendly States

He said that the Palestine Liber-Netherlands will participate in the U.S.-led Sinai peacekeeping force. Speaking at a Kremlin dinner ation Organization should take part at the proposed conference "on equal tooing" with Arab states bordering on Israel. He addhonoring visiting North Yemeni President Ali Abdullah Saleh, Mr. ed that countries representing Western Europe, North Africa and South Asia might take part, along with the Soviet Union and the Brezhnev denounced U.S. "saberrattling" in the Mediterranean This, he said, is "used for interference in internal affairs of the United States. Egyptian people and creates a dan-In London, a British diplomatic

ger for the security of Libya." Broadening his attack on the United States, Mr. Brezhnev conspokesman said Tuesday that the 10 European Economic Community countries are ocaring agreement tinued: "There has never been such a period in history when the policy of states, the destinies of on a restatement of their Middle

whole peoples on all continents were manipulated so shamelessley and cynically and with such naked egoism as is being done now by the aggressive forces of imperialism." He noted recent anti-ouclear protests in Western Europe, Japan and the United States with appar-

ent satisfaction. Meanwhile, the British spokes-man in London said a "consensus is emerging" on the EEC Middle East initiative after discussions In its response to a question on

in its response to a question on "the nature of the legal and de fac-to U.S. military commitments in the Middle East, Gulf region." the administration noted the 1959 mm-tual security agreement with Paki-stan, a similar treaty with Turkey and one with Iran which has been renounced by the current Iranian government. among Common Market foreign ministers in Luxembourg on Monday and Tuesday. [In Washington, the House For-eign Affairs Committee endorsed a plan Tuesday to have U.S. troops take part in the Sinai peacekeeping force, United Press International "The United States has no other formal treaty obligations toward any other Middle East nation," the statement said. "However, our reported. A similar resolution passed the Senate earlier this month.]

commitment as a matter of nation-European diplomatic sources al policy to the security of Israel is said the Europeans are still seeking the best formula for tying participation in the Sinai force, under the Camp David peace agreement, with the EEC initiative to involve "We likewise have a general polcommitment to the security integrity of friendly states in the PLO in peace orgoniations. Since the assassination of Sadat,

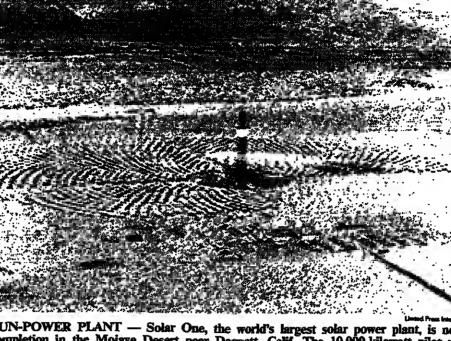
the area, affirmed by the previous and the present administration," it the U.S. and Egyptian govern-ments have been pressing the Europeans to agree to earlier requests On Sandi Arabia, it said that the U.S. commitment "has been evito contribute to the international force, which will police completion through the statements of next April of Israel's withdrawal every American president since from the Sinai under the Camp David agreement.

"It is also evidenced in a variety of security relationships, including, first, the loan of AWACS aircraft, "There has been greater urgency since Sadat's death," said a diplomat, because of the perceived need and subsequently, the administraof the oew Egyptian government to achieve the complete return of tion's agreement to sell AWACS and other air defense equipment to the Sinai.

This was referred to publicly for The administration said, in rethe first time in Luxenbourg by French External Affairs Minister sponse to another question, that "it is of utmost concern to the United States and our allies that Claude Cheysson, who told reporters, "Now, more than ever, it's im-portant that Egypt does not expethe nations of the region remain independent and secure, that they rience failure,"

be free to develop politically and economically unbindered by out-side intervention, and that they be Mr. Cheysson argued forcefully for rapid EEC agreement to participation hy Britain, France, Italy assisted in their efforts to improve and the Netherlands in the Sinai defensive capabilities to defend force, according to diplomats, but the Common Market's newest themselves against external aggresmember, Greece, expressed strong On the administration's objec-

douhts. tives in the region, it replied that "our overreaching aim" is "build-The Greek foreign minister reportedly argued that by participat-ing in the Camp David process, ing up regional security, particu-larly against the threat of Soviet aggression, while working hard to the Europeans would compromise their efforts to involve the PLO help end one of the area's most and Arab nations hostile to Camp persistent problems, the Arab-Is-



SUN-POWER PLANT — Solar One, the world's largest solar power plant, is nearing completion in the Mojave Desert near Daggett, Calif. The 10,000-kilowatt pilot plant's receiver tower is surrounded by 1,800 movable mirrors that reflect the sun onto the tower.

### **Doctors Block Pentagon Request**, **Refusing to Aid War 'Preparation'**

"ian-Military Contingency Hospital System" and said the plan "en-courages preparation for a war of

in the system would offer tacit ap-proval for the planning of a nucle-

The letter was in response to a request from Dr. Moxley in February asking area hospitals to partici-pate in the plan, which would set aside 50,000 hospital beds nation-wide to supplement military facilities in the event of an overseas conflict that would produce a high oumber of casualties.

In the letter, Dr. Moxley said: "Because of technical advances in weaponry and the greater mobility of armies today, a future large-scale conflict overseas will proba-bly begin and end very rapidly and produce casualties at a higher rate

than any other war in history." Although that request did oot specifically mention nuclear weap-

ons, Dr. Moxley said in a later let-ter, on June 11, in response to an inquiry from a San Francisco doctor, that while in principle the plan was developed to care for casualties from a war involving conven-

Crioula

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oonal weapons, "it is possible that such a war could escalate to the use of chemical or tactical nuclear apons within a combat theater."

That letter was in response to an inquiry by Philip Shapiro, a physician who is a member of the local steering committee of a group called Physicians for Social Responsibility. The group attempts to spread the message that society cannot survive ouclear war.

Since the refusal of the Contra Costa Hospital to take part in the contingency plan, the area chapter of the group has asked other local hospitals to refuse to take part in it and bas plans to start a national campaign of opposition, according

to a spokesman, Dr. Moxley resigned the defense post Aog. 1 and his successor has oot yet been confirmed hy the Sen-

Lt. Comdr. William Lambert, deputy director of the contingency program, said by telephone from Washington that while other hospitals had declined to take part in the program none had cited nuclear strategic planning as the reason. He said that while several people have expressed concern only the Contra Costa Hospital had taken any formal action over the nuclear issue.

### **Aides** in Salvador Saw **Pilot Fire at Peasants**

Page 3

vador, separating the capital and the heavily populated western two-thirds of the country from the

sparsely populated enst. The bridge is among the most import-

The State Department has

refused repeatedly to comment on-

a report that Cuhan troops flown

to Nicaragua were responsible for

the damage to the bridge. Unoffi-cially, officials have expressed

douht of a direct involvement by

The Associated Press

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the Cubans.

By Don Oberdorfer Washington Post Service WASHINGTON - A U.S.-sup-

and any and

plied helicopter opened fire on a group of Salvadoran peasants herding their cattle 10 days ago while U.S. military and civilian officials looked on, according to State Department sources.

The State Department said none of the Americans participated in the shooting or was responsible for it. The Salvadoran helicopter pilot is under detention, the department

The incident took place Oct. 17 as the Americans were being flown from the capital to inspect the Lempa River bridge, which had been severely damaged by insur-gent forces two days earlier. In the being process two days earlier in the Leak Shuts India A-Plant NEW DELHI - Leakage of light water" has forced the shutdown of one of two 220 megawatt helicopter at the time, according to the sources, were two U.S. majors units of the Rajasthan atomic power station, but poses no radiation hazard, an official said Tuesday. from the Army Corps of Engineers, one of the 40 U.S. military trainers assigned to El Salvador and a U.S. civilian engineer employed by the Agency for loterna-

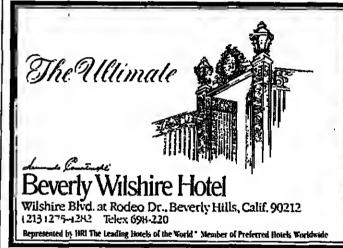
tional Development. A State Department spokesman said Monday that Salvadoran military authorities have told the U.S. Embassy that an investigation has been ordered, and that the pilot, a Salvadoran, will be punished if "improper conduct" is turned up.

#### **First Such Incident** The spokesman said he had no information about whether any of the peasants were wounded or killed. The official said the pilot

claimed that the helicopter bad been fired on from the ground.

Officials said it was the first in-cident in which U.S. military per-sonnel have been involved in hostile action in El Salvador. The Americans evidently reported the shooting to the embassy as soon as they returned to the capi-

tal from the mission. The Lempa River bisects El Sal-



Shona

New York Times Service SAN FRANCISCO — A group of doctors in the San Francisco Bay area have rejected a request from the Pentagon to allocate hosnital beds for casualties of an overseas war on the ground that the allocation amounts to preparation ar war. 50,000 Beds Sought

The doctors, members of the medical staff of Contra Costa County Hospital, turned down the Department of Defense request for contingency hospital beds in a let-ter last month to Dr. John H. Moxley 3d, former assistant secretary of defense for health affairs.

The letter, signed by Dr. Kathryn J. Bennett, president of the bospital's medical staff, informed Dr. Moxley that the staff "does not wish to participate in the Civil-

By Wayne King

for a ouclear war.

### **Greek Publisher**

#### Freed by Court New York Times Service

ATHENS - A Greek newspaper publisher, seatenced to two years pumprisonment for alleging that for-imprisonment for alleging that for-mer Premier George Rallis was in-volved in financial corruption, was released Tuesday pending his ap-peal before the Supreme Court.

The decision by an Athens appeals court was seen as related to the advent of the new Socialist government last week, which the publisher, Makis Kouris, had looked to as the only means of

catastrophic proportions." The medical staff, the letter said, "feels strongly that participation

Earthquake in Yugoslavia The Associated Press **BELGRADE** — An earthquake

registering 3.4 on the Richter scale shook a sector 180 kilometers (108 miles) southeast of here shortly before noon Tuesday, a Yugoslav seismological institute announced. No injuries or damages were reported.

East peace process."

lationships in the region."

"Our regional objectives can be listed as follows," it said: "Stable access to oil and maintenance of

**Beirut Concerned by EEC Force** BEIRUT (Reuters) - Lebanon on Tuesday became the third Arab sea lanes of communication; countering the spread of Soviet state to voice concern over propospower, and improving our politials that EEC countries should procal economic and commercial revide troops the Sinai monitoring

securing his release. Mr. Kouris had published a re-port claiming that the wife of the recently defeated premier, acting under cover of her husband, was defrauding the state of duties that

vate import business.

### When money talks in 90 languages, it pays to have a reliable interpreter. should have been paid on her pri-

Malagasy

Malay

Sangho

Sestho

### Liberators, Survivors of Death Camps Meet

By David Lamb

Los Augeles Times Service WASHINGTON - With Russians and Americans sharing the podium as former allies, 500 men from a dozen nations gathered in Washington to recount their role as the liberators of the Nazi death

camps in World War II. "Unfortunately, the relations between our countries are difficult, but this is a time to remember the

11) July horror of those days and not a time for political speeches," said Lt. Gen. Pavel Danilovich Gudz, a former liberator, on Monday. Gen. Gudz, who headed the Soviet delegation, is now deputy head of the Soviet Academy of the Armed

> Writer Elie Wiesel, a camp sur-vivor who is chairman of the International Liberators Conference, ummed up the theme of the conference, saying, "For the dead and the living we must bear witness."

#### 'Unprecedented Progress'

Secretary of State Alexander M. Haig Jr. opened the formal cere-monies Monday evening, saying that the Holocaust took place only after individual rights had been re-

voked and individual dignity de-nied. That, he said, should serve as Philip Shandler, a spokesman for the conference, said. a warning to those who would ignore the cvil that man is capable of

inflicting on man. "We have achieved unprece-dented progress for mankind," Mr. Haig said, "Yet, we carry the memory of an unprecedented crime against mankind. Even as we strive for the best, we know man is capa-

ble of the worst." "My father was liquidated. I was in a concentration camp for three years ... People say there was no Holocaust," she said. "It isn't true. "What are we to do with this memory? How are we to bear it? . I believe we can bear the memory of the Holocaust only if we Where is all my family. Where is strive to prevent its recourrence." everybody?" be added.

The meeting was the first formal gathering of the Allied soldiers The three-day conference at the State Department is sponsored by the U.S. Holocaust Memorial who liberated the concentration camps in the spring of 1945 and of the survivors they freed. Tuesday Council, a governmental agency set up last year to comme and Wednesday are to be devoted the 6 million Jews and several miltion others killed by the Nazis. There were also delegations from Britain, Poland, Norway, Czechomostly to panel discussions and witness accounts of what has come

slovakia and Yugoslavia, "We know that millions lost their lives in the Nazi camps, but that doesn't make it irrelevant to say 'thank you' to those who did get there and free the survivors,"

what I saw there resulted in ma changes in the way I would le my life," said John Ginstrom, 6 Helen Luksenberg, of Silver Spring, Md., who survived three years in a camp near Anschwitz, an Atlanta businessman, Mr. Gh trom, after leaving the Arm helped form the Georgia chapte of the American Civil Libertie said that she was 13 when the Germans attacked Poland and "they put us in ghettoes. They arrested my fathes. They made us wear the yellow star armband. They were shooting Jews on the street." 

umors in the Allied armies and the United States about the g chambers and the murder of m tions of Jews. But, he said, mtil walked through the gates of Bu chenwald, he had dismissed suc talk as propaganda. The piles of bodies, some weighing no mor-than 50 pounds, convinced his otherwis

Most of the liberators saw th conference as an opportunity to a mind the world of the brutal that civilized society is capable inflicting on mankind. To ke witness accounts of what has come that nightmare alive, said Jam to be known as the Holocaust. Livesay of Richmond, Va., is "The ovens were still burning maintain hope that it will not hap when we got to Buchenwald, and pen again.

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Sinhala Siswati Somali Spanish Swahiti Tagalog Tamil Thai Tswana Turkic (Uzbek & Turkmen) Turkish Urdu Uto-Aztec Vietnamese Wolof Wυ Yoruba

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#### **Timerman Assails Argentine Critics** Of His Winning of U.S. Press Award

New York Times Service NEW YORK - Jacobo Timerman, the exiled Argentinian pub-lisher, who is to be honored Tues-day night with Columbia University's inter-American journalism award "for distinguished journalis-tic contributions," has responded to his critics in Boenos Aires.

The award has been a source of controversy both in the United States and in Argentina, whose government will boycott the pres-entation, maintaining that Mr. Timerman's account of imprisonment and torture by the ruling military junta and anti-Semitism was untrue. The award of Columbia University's Maria Moors Cabot Prize has also elicited protests from Argentine publishers.

Mr. Timerman, a former pub-lisher of the Buenos Airos daily La. Opinión who wrote a book about his experiences entitled "Prisoner Without a Name, Cell Without a Number," Number," issued the following statement here Monday: "The publishers who mide these statements organized themselves to reject the decision by prominent members of Columbia University.

But they never invested at least the same amount of energy and time to do something to publicize the names of the missing people.

"I believe in dissent and the freedom to discuss my accomplish-ments and suitability to receive an sward, but not by people who kept silent about the killings, kidnap-pings and torture that have been going on in Argentina for the last five years. This group of publishers has never made a statem ent supporting the committee of relative of missing journalists. One hundred journalists were arrested by the Argentine armed forces and they disappeared. I think that this should be of much more concern to the Argentine publishers than a decision made by Columbia."

Meanwhile, Robert H. Cox, for-mer editor of the English-language Buenos Aires Herald and recipient of a Maria Moors Cabot award in 1978, said many of the critics of the decision to give Mr. Timetman the prize "are protesting because I quite honestly think they feel they have to protest." Mr. Cox had been forced to leave Argenting af-ter death threats against his family.

**IAGE** BERNARD **JOAILLIERS** 6, rue du Faubourg St. Honoré PARIS 8e <sup>°</sup> 1145



Page 4 Wednesday, October 28, 1981

The Cancún 22 did not parley in vain. It

was useful for President Reagan to try taking

pie-in-the-sky off the agenda of North-South

conversation. No doubt the arguments will continue in the vague "global negotiations"

agreed upon in Mexico. But at least one

point is now clearer. Poorer nations demand

more control over international assistance

agencies, and America rightly says no. There

What Reagan heard at the summit talks

should have shaken some of his preconcep-

tions. The World Bank and the International

Monetary Fund were attacked as capitalist

tools, and not just by radicals. That turns

upside down the prevailing Washington dog-

ma that these institutions don't promote free

The two attitudes cannot be reconciled,

But there is room at the margin for practical

compromise. In the eyes of the have-not na-

tions, the weighted voting at the World Bank

and the IMF gives advanced countries too much control. They would make these insti-

justice to press. Was Mr. Reagan wrong?

could get rid of the whole issue by cheerfully

supporting Global Negotiations in the Unit-

ed Nations. With that, a long list of urgent

economic questions would vanish into a dec-

ade of vaporous resolutions, drafted carefully

Oil prices are central to economie growth.

Since the OPEC countries themselves have

heen unable to agree on oil prices for the past

two years, how would you rate the chances of

worldwide agreement at the United Nations?

Everybody knows that it would be intelligent

to set up an international reserve against re-

curring bad wheat harvests; but after years of

talks, there has been no agreement on who is

to pay for it. Poor countries want, with good

reason, international agreements to stabilize

prices of their exports. But past experience,

as in the coffee and tin agreements, has not

to avoid hruising participants' interests.

market development aggressively enough.

are other ways it can sensibly say yes.

**Adjusting After Cancún** 

Soviet meddling,

tributions to development hanks,

for Britain's Margaret Thatcher.

can give way to real bargaining.

grandiose New International Economic Or-

der promoted by the have-nots. Nor can

Reagan proclaim a mass conversion to the

magic of the marketplace. But the deck has

been shuffled and maybe now all the bluffing

THE NEW YORK TIMES.



### In Japan, Reagan Sounds Frightening

#### By James Reston

TOKYO — Any remark by the presi-dent of the United States, oo matter how casual, about the possibility of on-clear war sends a shudder down the spine

of Japan. People here have memories. So when President Reagan implied the other day that maybe there could be a "limited" nuclear war in Europe without a general nuclear war, the reaction in Ja-pan was, if anything, even more troubled

ning News oo Wednesday last week said: "Reagan Remarks on Limited Nuclear

tions" in Washington of what Reagan "meant" to say have not repaired the damage. They merely increase the enormous anxiety about the confusion and militaristic rhetoric of American foreign policy today. It would be hard to overstate the neg-

world's problems. There is an odd thing about this: In general, United States-Japanese relations are in good order, partly as a result of Ambassador Mike Mansfield's cool

Economic problems have not been solved, but they have been minimized by quiet compromises. In 1975, total trade

between the United States and all coun-tries in this part of the world, including Japan, amounted to \$42 billion. In 1980,

oil routes from the Gulf.

There are no tonger public demonstra-tions against the 46,000 American troops here. The news is reported in English 24 hours a day by the United States armed forces radio, including, of course, play-by-play accounts of baseball's World Series.

But there are still fundamental differabont "limited ouclear war," they give you a present: a book enritled "Hiroshiences between Japan and the United States. Japanese officials are trying to minimize them; but, unfortunately, American statements unintentionally tend to dramatize these conflicts.

The basic difference is that officials here — and not only officials but also leaders of public opinion in the news media and the universities - do not accept the Reagan administration's estimate of the Soviet menace.

They do accept the argument that the Russians are increasing their military

# In West Germany, M **Neo-Fascism Lives**

#### **By John Dornberg**

MUNICH — Whither neo-Nazism and the radi-cal right in West Germany? The question isn't new. The answer is usually that the rightist extremism one observes hereabouts is but a post-mortal convulsion of history, the last hurrah, so to speak, of geniatrics unable to break out of the Nazi mold. Were it only so.

Increasingly, there are alarming signals that the specter of the German past may well haunt the West German future as well, and in a manner more violent

than anyone dared to predict a few years ago. That was never more apparent than one evening last week in a quiet, tree-shaded suburb of Munich, where two young neo-Nazis were killed, another critically wounded and two others captured and two police officers were injured in a 15-minute gunbattle.

lice officers were injured in a 15-minute gunbattle. The rightists, among them a 19-year old French-man linked to fascist groups in France, were all mem-bers of an obscure political party, the Volkssozialis-tische Bewegung Dentschlands (People's Socialist Movement of Germany, or VSBD), whose leader, Friedhelm Busse, 52, was arcested at his nearby house minutes after the shooting. Four other mem-bers of the group were apprehended near Ghent, Bel-gium, last Friday. Like last year's rightist bombing during Munich's Oktoberfest, which took the lives of 13 and injured 221, this latest incident has sent shockwaves through the body politic and raised grave questions about

the body politic and raised grave questions about vigilance of West German police and internal

Horian Ari

Fat 83 in

security agencies. By official count, neo-Nazis and radical rightists oumber 20,000 persons spread among 75 groups and grouplets, often with interlocking memberships. The fronces are not in themselves cause for alarm, having actually been much higher in the 1950s and '60s, but they have risen sharply in recent years. Moreover, the militants have become strident in their public appear-ances and more violent in their tactics, which range ances and more violent in their taches, which range from singger actions reminiscent of the early days of Hiller's Sturmabellung to terrorism of the extreme leftist Baader-Meinhof variety. That, too, was apparent from the incident here.

The two dead men, aged 22 and 24, were implicated

The troubling fact is that during the past four years the rate of extreme rightist violence has almost trebled.

in a 73,000-Deutsche-mark (\$32,000) bank robbery in oorthern Germany last month and were suspected be on their way to rob a bank again, with the lost intended for "the movement." In their car was an arsenal of hand grenades, machine guns, rifles and dynamite that they had just collected from an even larger cache in Busse's house. The troubling fact is that during the past four years the rate of neo-Nazi and extreme rightist vio-

lence has almost trebled - a pattern that shows no sign of peaking. Moreover, the violence and terror gap between far left and far right is closing rapidly, with the extreme right now responsible for almost as many murders and even more injuries.

There seem to be several explanations for the trend, including the fact that the older "establish-ment" radical right groups, including the National Democratic Party (NPD), are considered "too mod-erate and too ineffective" by the new breed of extremists.

extremists. Busse is an example. In 1969 he was a condidate for the Bondestag on the NPD ticket. Two years lat-cr, fed up with NPD "wishy-washiness," he launched his VSBD. It is said to have only 50 dues-paying members but almost 1,000 active supporters, with strongholds outside Bavaria in Hesse. Badea-Württemberg and North Rhine-Westphana.

The real activists of neo-Nazism are, however, no longer even political has-beens of yesteryear such as usse, but a generation of fanatics in their 20s and 30s — and some in their teens — for whom the "glo ries" of the Hitler past, including the Holocaust, are

the bope of West Germany's future. The movement draws support, ideology, vast piles

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**Narrower Talks Can Help** At Cancún, President Reagan declined to been promising. Poor countries' access to support Global Negotiations in the elevated credit is crucial, hut any discussion immedisense that requires capital letters. But Global ately splits the governments seeking suspen-Negotiations on the world's economy were sion of old dehts from those seeking new desired by most of the governments repreloans. Poor countries' access to rich counsented there, most forcefully hy those from tries' markets, free of harassment by tariffs the poorest countries with claims of social and quotas, is also crucial. But you may have noted that some of the Europeans who most No. He was speaking for reality. Let's put enthusiastically supported Global Negotiait this way: If a hypothetical American presitions at Cancún are simultaneously working dent intended to do absolutely nothing for diligently in real negotiations at Geneva to economic development in the poor countries, keep textiles from the poor countries out of and if there were no limits to his cynicism, he the Common Market.

It would have been helpful if Mr. Reagan had had a little more to say about American obligations, both moral and economic, to less fortunate people. But on tactics he was making a sensible point. Perhaps there are questions best resolved in worldwide discussions, although it is hard to think of many. More frequently, they can better be left to the two or three governments immediately concerned. Or they can be taken to the specialized international agencies on trade and finance. The poor countries - that is, all but the two dozen richest - are essentially pursuing a greater share of the world's economie power. Mr. Reagan is telling them that they won't get it through UN resolutions and that, meanwhile, they all might more usefully work together for their common benefit.

# restraint

THE WASHINGTON POST.

### **Reagan's AWACS Error**

President Reagan is dow The president's upliest argument not than in Europe. The main headline in The Asahi Eve-

War Sur a Furor," The subhead read: "Weinberger Tries to Calm Allies." The official "explanations" or "correc-

ative effects in Japan of the president's lighthearted and mindless statements about nuclear war, unrelieved by the dominating emphasis by Haig and Weinberger oo military responses to the

#### Reagan Had Best Take \_\_\_\_Letters\_ The Worriers Seriously In the report (IHT, Oct. 12) of the peace demon-stration that was held in Bonn on Oct. 10, the use of

#### **By Nora Beloff**

L ONDON — It is painful but politically necessary for Americans to recognize that today, dentitied the breakup of the Atlantic ultimode the breakup of Series aim of Soviet alliance as the p nte expa

power faster than the United States, and that Washington and Tokyo must do something to redress the balance. But the Japanese are clearly uneasy with Ameri-ca's military response to what they call "the so-called Soviet menace." They are insisting that it should be met not with arms alone but with a policy that will provide "comprehensive security." Japan, amounted to \$42 billion. In 1980, the total was \$113 billion. Last year, de-spite all the differences. United States-Japanese trade, alone, rose to a spectacu-iar and unexpected high of \$51 billion. Even on military questions, there has been some progress. The Japanese gov-erument is cutting its domestic expendi-tures, increasing its defense budget and accepting the principle of patrolling the sea-lanes for about 1,000 miles along the cil routes from the Gulf

provide "comprehensive security." This means increasing the defense budget moderately — not just pouring more and more money into weapons sys-tems. Whatever is left over, the Japanese believe, should go into foreign aid to re-lieve the bunger and social tensions that

Bo

about war,

in West Germany.

emphasizing military solutions in every problem from El Salvador to Saudi Ara-

bia to Pakistan to the Sea of Japan, the

Japanese get very nervous. And when Reagan talks off-the-cuff

ma and Nagasaki — The Physical, Medi-cal and Social Effects of the Atomic

It is not that Japanese officials are

against Reagan or even against his in-creased military budget. It's just that

they wisb the president would think be-fore be speaks about nuclear war, and

that his secretaries of state and defense

would talk a little more about peace than

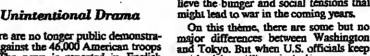
©1981, The New York Times.

**Moods of West Germany** 

the term "nationalist" is bound to evoke apprehen-sions and a wrong notion of the new peace movement

The report is accurate in quoting one of the speak-

ers, Heinrich Albertz, as describing himself as a new



ment for selling the AWACS. Foolish or not. he contends, the deal has to be honored to enhance his influence abroad. To which the only reply is that rewarding folly with political triumph improves neither reputation abroad nor policy-making at home.

The folly is bipartisan and deserves the Senate's bipartisan rebuff. The dying Carter administration promoted this deal, and its successors eagerly seized the pretext of "new developments" to break a previous presidenual commitment. For Congress sold the Saudis F-15s — whose range and power are now to be enhanced hy missiles, fuel tankers and AWACS - only because the last president promised they would not be thus enhanced. So much for the new president's guarantees about the conditions of sale.

But surely Reagan has been chastened, it is said, and does not have to lose to learn from a mistake? The signs are otherwise.

This confrontation results not from a single error hut from the administration's chronic failure to establish coherent foreign policies. It dramatizes the Reagan team's excessive reliance on weapons as a substitute for diplomacy. It demonstrates a crucial failure in consulting Congress, and the absence of sound foreign policy coordination at the White House.

If he finally prevails, would Reagan shake up his team and demand better? Would he tell the Saudis they have exacted Washington's last tribute until they find a kind word for Camp David and use their wealth to encourage Palestinians to talk to Israel? Hardly. He would commend the team and join America's Saudi traders in celebrating victory over the "Israeli lohby."

A Look of Waning Vitality in Bonn

The impression given by the Bonn coalition government in the last few weeks has been one of failing vitality. What little strength it retains derives less from constructive determination or any residual community of policy than from lack of a feasible alternative.

The main thing holding the coalition together is the personality of Chancellor Schmidt, - From the Neue Zürcher Zeitung (Zurich).

### Oct. 28: From Our Pages of 75 and 50 Years Ago

. . .

#### 1906: Russian Revolutionaries

ST. PETERSBURG --- While a wagon containing the receipts of the St. Petersburg custom house was being conveyed under escort it was attacked by twelve revolutionaries. They threw three bombs. Two of the attacking party were killed, two commined suicide and three were arrested. One bug of gold was stolen. The police and an enormous crowd of people rushed to the spot and dispersed the attacking party, which was plunderiog the wagon. The attack was committed within a hundred yards of an office of the Treasury Department. Every morning closed wagons, escorted by Cossacks, bring bullion from the outlying offices of the Administration.

- -

standing, Israel is not the main issue. At great cost, its security will somehow be preserved.

What argues powerfully against the deal is that it nurtures a fantasy - Saudi Arabia as a pillar of American strength. If that were so, the AWACS would not be such a frantie test of good will. If that were so, the Saudis would have compromised, to help the president. If that were so, the deal wouldn't even be necessary; the American-manned AWACS now flying in Saudi Arabia would be welcome indefinitely.

Saudi Arabia insists on its own AWACS for the same reason it will not open itself to U.S. hases: precisely because it fears the American embrace. To protect its wealth and ruling class, it naturally supports U.S. actions that counter Soviet influence in the Middle East. But the Saudis also resist America, and not only because of Israel. They know that the United States represents modernism, secularism and democracy, all of which challenge the vulnerable Saudi status quo.

The Saudis are a commercial asset, not a strategic partner. They will not replace Iran in war games or Egypt in peace talks. Their useful opportunism should never be confused with alliance.

Most of Reagan's supporters in Congress now concede this. They argue only against invading the president's domain. But why did Congress vote itself this power of review if, even against such obvious error, it never meant to use it?

THE NEW YORK TIMES.

### **Other Opinion**

again because no replacement of comparable stature is discernible. The chancellor's state of health has become a major political factor, and should he cease to be available, the coalition could scarcely continue to survive.

#### 1931: British Election Returns

LONDON - A landslide in favor of the National government, with a sweeping triumph for the Conservatives and a crushing defeat for the Labor Party, is indicated in the first returns of the British election. Returns to hand at this hour show a complete Labor debacle, with the defeat of principal Labor figures, including Arthur Henderson, the party leader. It looks as though the Labor Party is all but wiped out as regards parliamentary representation, and fewer Labor members will be returned than in any post-war House of Commons. The huge Conservative preponderance makes the early adoption of a protectionist policy practically certain.

- . . .

record up to and including Afghanistan, an increasing number of West Europeans regard President Reagan as a bigger threat to world peace than President Brezhnev.

Reagan's blunt and homely style, which has endeared him to so many Americans, is being seized on by his enemies in Europe to give substance to the preposterous caricature of .a "might-is-right," trigger-happy cowboy. When Reagan muses aloud that "the only defense is, well, yon shoot yours and we'll shoot ours," he is only restating the NATO policy of nu-clear deterrence. Yet the words can be made to sound as if he accepted violence.

To the untutored European ear, the very phrase "window of vul-nerability," which keeps cropping up in Washing-\_\_\_\_\_

ton, suggests that in a nuclear war, If Washington doesn't the Americans, want to preside over the unlike the rest of the world, hope disintegration of NATO. to buy invulnerability. The presiit may have to show dent's oow-fa-mous remark on more sympathy for the the possibility of European pressure to a war in Europe in which "neither discuss arms restraint.

of the major pow-ers pushed the button" seemed in confirm the cpi-thet of the British pro-Soviet trade contributed to the European feelunion leader, Alex Kitson, which ing that the two superpowers are merely defending their conflicting carned him a roar of applause at the recent Labor Party conference: national and imperial interests.

"A limited nuclear war means a ouclear war limited to Europe." To the Pentagon, "the window of vulnerability" has a precise and technical meaning: It symbolizes the oew threat posed by the car-rent Soviet monopoly of long-range land-based missiles accurate enough 10 destroy the silos encas-ing the missiles on the other side of the world. Many U.S. officials concede that the threat is nonexistent, yet defend the program as a useful "signal" to Moscow indicating that the Americans cannol accept inferiority in any sector of

nuclear arms. After Vietnam, after Iran and now after the murder of President Sadat, it is easy to see why Ameri-cans feel they have been kicked around too long, and respond ea-gerly to President Reagan's ssertion of U.S. power, even In their present crusading mood, the yonthful campaigners would though none of these setbacks would have been averted by more ouclear weapons.

What Washington is only now if the Communists have any luck, to lose them - in civil battles beginning to appreciate is that these signals go not only to Mos-cow but also to Western Europe. which might make the old Victnam demonstrations look like kinder-And last week the Kremlin was regarten gumes. markably quick to exploit the growing European fear that the Americans have indeed now accepted the inevitability of conflict and are actively preparing for war. Most Kremlin-watchers would

The above is excerpted from an ar-ticle contributed to The Washington Post by Nora Beloff, the British journalist and author of "Inside the Soviet Empire: The Myth and the accept the testimony of Galina Orionova, the young defector from Reality."

type of "German patriot." This idea of a new demodiplomacy. In that case, the Rus-"new German nationalism" by the writer of the resians should be reserving a Lenin Prize for the advisers who encourport. These two terms should not be confused. The difference is fundamental. Albertz's patriotism is age the president to brandish the big ouclear stick while leaving Brebased on a sound democratic tradition. Nationalism, zhnev a virtual monopoly on the on the other hand, is inseparable from the desire for peace movement. ower and superiority over other nations.

Reagan seems unaware of how No doubt, the spectrum of political sentiment or ideology among the peace demonstrators is very wide. But chauvinist right-wing nationalism definitemuch he and his associates have contributed to the growth of the ly does not belong to that spectrum. IRMGARD UMBRECHT, left-wing unilateralism and paci-fism that he deplores. In Britain these views have captured the La-bor Party, while its previously dominant pro-NATO leaders have quit to form their own political Crailsheim, West Germany. The front-page article about the large protest in Boun against nuclear arms is journalism at its worst. party. Unless these succeed in breaking Britain's traditional two-

Why are we treated to descriptions of the "so-called" peace movement and of a speaker's platform that "could have been used for a rock concert"? Both phrases trivialize an Important event involving 250,000 people. party mold, the next prime minister will probably be Michael Foot, a dedicated unilateralist who has always felt closer to "Socialist" Moscow than to "capitalist" The Hague. Washington.

Nor is neutral-

ism confined to

the pro-Soviet and pacifist left. Mainstream sen-

timent has clung

to the Nixon-

Kissinger notions of détente: the

existence of interlinking interests between the su-perpowers. Presi-dent Reagan's re-

pudiation of mor-

If the present, administration

does not want to preside over the disintegration of NATO, il may

have to show more sympathy for

the European pressure to start im-

mediately — and continue inces-santly — trying, with or without success, to negotiate arms restraint

Is it sensible in these circum-

stances for the Americans to con-

as they did at the conference of de-

fense ministers in Gleneagles, Scotland, last week, to induce the Europeans to accelerate the instal-

lation of Cruise missiles and Persh-

In the present climate we can ex-

pect passionately committed paci-

fists and leftists to use violent physical resistance against the in-

stallation of U.S. mobile weapons.

be ready to risk their lives -- and,

. . . . . . . . .

ing-2s on European soil?

tinue to put on as much press

and disarmament.

A casual reader of the editooial "Demonstrating in Bonn" (IHT, Oct. 13) might well get the impression that the Federal Republic of Germany has suddenly been smitten with a peace-mongering majority based on a "powerful radical turn-the-other-cheek paci-fism" of Protestant vintage, with the public being herded by "pastors and philosophy professors in dark suits" and expressing positions "in the moral absolutes of academic theology." The reality makes a lot more sense lot more sense.

NORMAN J. GLICKMAN.

Having listened in solemn and repeated statements issued by superpower politicians, too many people have been led to believe that the European "theater" considered to be the most convenient place in which the superpowers can fight each other to their last respective ally. That such a perception would motivate most normal people inhabiting that "the-ater" vocally and coherently to articulate their growater" vocally and concern stands to reason. LEOPOLDO J. NIILUS.

#### **Cornerstones** Gone

The late shah of Iran and President Sadat were the cornerstones of American policy in a strategic region No doubt Saudi Arabia will be the next target, and no AWACS or brave rhetoric will be able to save such a weak regime. Israel is the only reliable ally of the United States in the region. Berlin. LLOYD MORRISON.

Except for the man who pulled the trigger, no man on Earth did more to make survival impossible for Anwar Sadai than did Menachem Begin, Florence, ADAN GRAETZ

. .

of literature and considerable stocks of arms from what is becoming a kind of neo-Nazi interna-tional that has roots and tentacles in France, Belgi-

> A survey commissioned by the chancellor's office found that some 18 percent of adult West Germans believe the country was 'better off under Hitler.'

um, Britain, Scandinavia, the Middle East and the United States. Two of Busse's men caught last week have admit-

ted to receiving terrorist training from Phalangists in Lebanon. The four apprehended in Belgium had links to the paramilitary Vlaamse Militante Orde in that country. In searches of the homes of 1,000 neo-Nazis last spring, West German police seized stocks of literature from racist and Nazi groups in the Unit-ed States and Canada.

ed States and Canada. Although 20,000 extremists in 75 groups may seem a small threat in a nation of 60 million in which the once-feared NPD has dwindled to percentile insigni-ficance at the polls, the raw statistics do not reveal the fertility of the soil in which they operate nor the violence to which they are corrected. violence to which they are committed.

According to a survey commissioned by the chan-cellor's office last winter, some 18 percent of adult West Germans believe the country was "better off under Hitler." Around 13 percent have what the re-searchers called "a radical-rightist view of life," and almost half of these condone political violence, including terrorism, as means in pursuit of their ideological goals. Thus, the real threat depends on other factors. One

ideological goals. Thus, the real threat depends on other factors. One is the willingness and ability of the West German body politic and public to open the right eye and oot focus exclusively, as has been done for years, on the menace from the far left. Whether banning neo-Nazi groups is effective is debatable. Since the arrest of Karl-Heinz Hoffmann last summer and the ortigation of his hummher

last summer and the outlawing of his Nuremberg-based "Military Sport Group," 25 similar paramilitary organizations, made up of many of his adherents, have sprouted around the country.

Another factor is the socio-economic foture, for which the outlook at the moment is bleak. As the recession deepens and unemployment rises, will there be a bunt for scapegoats? Recalling Hitler's focus on Jews, Neo-Nazi propaganda focuses on the 2 million foreign workers and their 2 million dependents employed and living in West. Germany. "Foreigners Out" is already the slogan of every extremist group.

The ultimate threat may depend on whether the neo-Nazis discover a new Führer — the right man at the right time, so to speak. The stage is empty for the time being. Sight International Heraid Tribu

| Heraldenter Trihnne   | ······································                                  |  |           |
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| Herald- Tribune   | Lee W. Huebner  | Publisher  | ulun.     |
| Californian.  | Philip M. Foisie<br>Walter N. Wells<br>Robert K. McCabe                 | Executive Editor<br>Editor   | Multin VI |
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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 28, 1981

# ism L Clan War Reported to Halt on Chinese Island

By Michael Parks. Los Angeles Times Service

1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 -

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PEKING — The feuding clans of Hainan Island off the southern Chinese coast have been enemies for generations, and over the summer they resumed their war -fighting five battles and raiding each other's villages.

Scores were injured and at least three persons killed. Dozens of houses were burned, cattle, pigs and other livestock were looted and rice and other crops were destroyed m the fields.

The rival villages in Hainan's Changliu prefecture near Haikou City, the island's main town, were turned into fortresses, surrounded by turreted ramparts and defended by machine guns and rockets as well as militia men armed with rifles. Each side had its own armed outposts and roadblocks as well as fortified headquarters in clan tem-

ples. The Chinese media have now reported a peaceful resolution to the conflict. The object of the war appears to have been control of the fertile fields around Haikou oow

By Richard West

Los Angeles Times Service LOS ANGELES — Ariel Du-rant, 83, who at age 15 roller-skated to New York City Hall to

marry Will Durant, and embarked

with him on a long collaboration in the writing of history that won them a Pulitzer Prize, died Sunday

night in her Hollywood Hills home, it was announced Monday. Mrs. Durant had been in poor

health since having a stroke in

February, 1979. Her death came more than six

"The Age of Napoleon." The 10th volume, "Roussean and Revolu-

tion," received the Pulitzer Prize

She is survived by her husband, who will be 96 on Nov. 5; and their daughter, Ethel Benvenuta,

During the Durants' 68 years to-

gether Mrs. Durant was her hus-

band's researcher, reader and com-

mentator. He did not want to try to write another "Civilization" vol-

for literature in 1968.

years after the couple finished grow. their magnum opus, "The Story of Aft Civilization," with an 11th volume, civilization," with an 11th volume, civilization, " with an 11th volume, civilization

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that peasants are able to return to family and village farming.

Communist Party leadership.

her, so he rechristened her Ariel. "I

always pictured her about to fly

off," he once said. Although much younger than her husband and lacking his for-mal education, she had a mind of

"Public order has been re-stored," the radio asserted, detailing efforts of party officials to But there were probably deeper work out truces, dismantle roadroots as well. A radio report from blocks and village fortifications. Haikou noted that each of the class had refurbished its own temdisarm most of the forces, and ples and halls for ancestor worhreak the hold of leaders oo their followers. ship, usually an assertion of political authority by right of inheri-"At present, the armed elan tance

fighting in Changliu prefecture has been completely stopped," the broadcast of Oct. 19 declared. Reporting that "large-scale armed clan fighting occurred in The commune members are seiz-Changliu" from June through Auging the time after the rainy season ust, the radio commentary claimed to start sowing winter crops enthuthat order was eventually restored by a "work team" of more than siastically. 600 policemen, soldiers, militia members and local officials under This acount, which has also

appeared in Guangdong provincial newspapers in different forms, is the latest in a series of reports of "Twenty-two ringleaders who had organized armed clashes and such feuds over the past three those who had led in [the revival years on Hainan, which lies off the coast of northern Vietnam in the Gulf of Tonkin and is regarded hy most Chinese as inhabited hy of feudal supersition, along with murderers, rapists, looters and assailants were arrested" by late last month, the radio said, indicating rather wild tribes. that the roundup was continuing. "Numerous weapons and tools for criminal purposes were confiscat-

Much larger clashes were report-ed by the dissident political jour-nal, Exploration, in 1979 — tens of thousands of combatants involved

on the various sides with more than 300 casualties — but never confirmed officially. The main goal was to reclaim the top political posts for local leaders, who had been ousted 25 years before oo orders from Peking.

Later in 1979, protesters took over a local radio station, broadcasting denunciations of the government and the party before police and troops ousted them. The demonstrators also swept through offices, guesthouses, and two res-taurants, generally looting every-thing that could be taken and also stealing the voluminous files of the party and security offices.

Right after that insurrection was put down, according to later re-ports in the People's Daily, wars broke out over much of the island.

There have been incessant clashes over the past couple of years," the People's Daily said in March, last year, reporting the last effort to restore peace. And six months later. policemen were imprisoned for selling government arms at high prices to the feuding families.

### **Historian Ariel Durant** Dies at 83 in California did not think the name Ida fitted

**Ex-Aides Set** To Testify in **McGoff Case** 

S. Africans Promised Immunity in Return

By Robert L. Jackson and Ronald J. Ostrow

Les Angeles Times Service WASHINGTON — Two princi-pal figures in the Justice Department's long-simmering South Afri-can influence investigation have agreed to cooperate with prosecutors and to provide testimony against publisher John P. McGoff,

The potential witnesses, Eschel M. Rhoodie and L.E.S. DeVilliers,

ment to influence U.S. opinion, sources close to the case said. Mr. Rhoodie and Mr. DeVilliers

a report by a South African judi-

used part of the

The Joy of Cookbooks: A Bonanza for Publishers come to food as an avocation." Bramson said, "It is what they do for a living. They are usually chefs, food columnists or cook-ing teachers." What she looks for, she said, is "books that teach cooking and they are they are the said they are they

Jestion 190

By Edwin McDowell New York Times Service NEW YORK - Pelican Pub-lishing has 26 cookbooks in its current catalog, everything from Scotlish recipes to cooking with herbs. Nevertheless the Gretna, La., house is surprised by the many advance orders it has received from as far away as New York and Los Angeles for its forthcoming kosher-Creole cookbook.

Food

There doesn't seem to be any limit to the kinds of books that cooks are interested in," said Kate Siegel Bandos, Pelican's marketing director. The all-time best-selling hard-

cover cookbooks are still those that, in their earliest editions at any rate, offered no-frills recipes and advice: "The Fannie Farmer Cookbook" (which dates to 1896), "Better Homes and Gardens New Cook Book" (1930). "The Joy of Cooking" (1931) and "Betty Crocker's Good and Easy Cookbook" (1954).

But these days the bookracks in the United States overflow with ethnie cookbooks, cook-books for dieters and diabetics, books with regional specialties, collections of recipes by writers and dessert books. In short, there are cookbooks for every taste, even some that conceivably would have satisfied Piero di Cosimo, the 16th-century Florentine painter, who ate only hard-cooked eggs. "I've even heard about a cookbook for dog food," said Ann Bramson, an editor at Harper & Row.

#### **Problem for Unknowns**

The end is nowhere in sight. "It sometimes seems as though anybody who cooks thinks they can write a cookbook," said Susan Lescher, literary agent for a number of cookbook authors and

113296.833 food writers. It also seems as though anyone who writes one

can get it published, although that is not really the case. Editors say it is harder for an unknown to get a major house to publish a cookbook than a first novel because cookbooks require greater editorial attention and,

with illustrations and layouts, are often more expensive to produce. Nevertheless, cookbooks are being submitted in record oum-Editors attribute the surfeit to

growing interest in food and greater sophistication about its preparation. But just thinking about the dreary and unimaginative contents of many of the submissions is enough to give some of them indigestion.

"I'm totally uninterested in gimmick books, like every recipe ever door involving peanuts," said Judith B. Jones, an editor at Alfred A. Knopf. "I'm looking for the kind of book that teaches you something oew, that opens up a new dimension or a new world.

Over the years Knopf has

### Belfast Setting Fails to Make 'The Outsider' a Success

By Thomas Quinn Curtiss International Herald Tribune

DARIS - In 1978 Tony Luras I chi, a California filmmaker, went to Duhlin to shoot a film on the political-religious conflict in Northern Ireland. Entitled "The Outsider," it is based on a novel by Colin Lemster, a Life photographer who covered the turbulent

It tells of an Irish-American veteran of the Vietnam War who, on being demohilized, is fired by his grandfather's tirades on the British oppression of his people. The former soldier enlists in the Irish Republican Army, goes to Ireland, and is assigned to terrorist mis-sioos. Disillusioned by the experi-

slayings of suspected enemies, of complicated conspiracies and civil strife is that war is hell, a lesson he

"The Outsider" is appropriately named. An outsider's views might throw instructive and tonic light on Ireland's current woes, but here no discernible point is scored. The film, save for its setting, moves outside the realm of its selected subject, concentrating on the ruminations of an alien participant re-cruited in a political struggle. His personal dilemma is remote from the chosen situation and of ex-treme hanality for he is drawn as

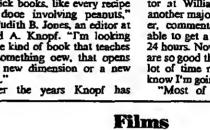
Pathé, the Gaumont-Ambassade It is significant that just last and PLM Saint-Jacques in Eng-

O'Flaherty's 1925 oovel, "The In-former," with its reproduction of the troubled World War I era, Jean-Paul Belmoodo, the affahie athlete of Gallic screen adventure romances, is back again with his struck spectators with its chilling sense of immediacy, while this film with its intended up-to-theingratiating grin and macho moment urgency emerges as an-

tion for the murder and is condemned hy the despot to hard labor in a desert extermination

ocva to arrange the payment. But sioos. Disillusioned by the experi-when efforts to buy the Star failed, ence, he makes a perilous escape

# sage that can be deciphered from this folderel of kidnappings and



the way people do at home," she explained. "They have people cutting things into strips for them, and it's hard for them to transplant themselves into the average kitchen." helped open new culinary worlds by publishing the likes of James rd, Julia Child, Simone Beck and Marcella Hazan. Yet Mrs. Jooes remains receptive to suggestions from relative unpublishers

book by a Michigan backpacker who got so tired with the com-mercial products available that she wrote her own cookbook for hikers.

"I wasn't looking for a vegetar-ian or backpackers' book," Jones said. "I was persuaded hy what one person put on paper." Narcisse Chamberlain, an edi-

tor at William Morrow & Co., another major cookbook publisher, commented: "I used to be able to get a decisioo out within 24 hours. Now some manuscripts are so good that I spend an awful lot of time reading even ones 1 know I'm going to say oo to." "Most of my authors don't

One good way to get a cook-book published is under the auspices of a church, social club or civic organization. Five years ago Alice Antreassian wrote "Armenian Cooking Today" for her Armenian Church diocese. Now in its third printing, it is sold in a number of New York bookstores. Many such books are eventually pieked up by regional or oational

cooking rather than merely give recipes," books in which the au-

thors enable readers "to see

something about cause and effect

in the kitchen rather than just

Jones, on the other hand, tends

to shy away from books by pro-

fessional chefs. "They don't cook

follow steps."

Page 5

Doubleday published "The Plantation Cockbook" by the Junior League of New Orleans, while Ballantine has recently published trade paperback ediuons of "The Southern Junior League Cookbook" and "The League Cookbook" and "The Western Junior League Cook-book" torigioally published in hardcover by David McKay). Pelican's "Herbs: From Cultva-tion to Cooking" was originally published as a fund-raiser by the Herb Society of Greater Cincin-naul. The first 3,000 eopies of "The Joy of Cooking," which has since sold 8.5 millioo copies, were run off by a local printer for a church in St. Louis.

tive and nentral, but from explo-

sive materials they distilled the es-

Luraschi's direction is accept-

able hut routine and so is the work

of his cast, though Sterling Hay-

den as the garrulous grandpa rises above the histrionic level of his

companions. (At the Hautefeville-

\* \* \*

Hall, Porte de Versailles, Paris

and photograph themselves. The theme of work dominates the

show. Photographs from a mooth-

ly magazine, Geo, are enlarged to

enhance color photography.

Nudes From Daguerre to Today

is misleading in its title, badly or-ganized, and fails to show any de-

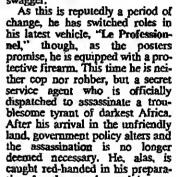
velopment or evolution in the

-C.G.CUPIC

treatment of the subject.

15, to Nov. 2.

sence of genuine tragedy.



camp, while in Paris his superiors

write him off as a casualty. Little

do they know him! He escapes from hlazing-sun confinement, makes his way to France and plans

to slay the African ruler when he



have told department attorneys that Mr. McGoff's long friendship with former President Gerald R. Ford first attracted them to the publisher seven years ago. In 1974, Mr. McGoff received South African funds through a secret Swiss bank account to try to purchase the Washington Star, according to

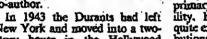
cial commission two years ago. The two South Africans are understood to have told investigators that they met Mr. McGofLin Ge-Mr. McGolf - without consulting and returns in a depressed state to

# prosecution, they have agreed to testify that they played a role in advancing Mr. McGoff \$11 mil-hon in funds from their govern-

Even the Durants wondered aloud and in print just how many of the "Civilization" sets on bookshelves in thousands of homes had actually ever been read. The late Los Angeles Times lit-

erary critic Robert Kirsch, in reviewing "The Age of Napoleon" in 1975, answered the "envious and bostile critics."

primacy research .... But this humility, however sincere, does not





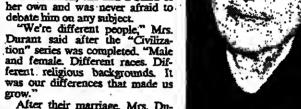
sity while Mr. Durant, who had also taught Latin and French at Seton Hall College in New Jersey, became director of the New York Labor Temple School. Mrs. Du-

rant never took her bachelor's degree hut was awarded several honorary doctorates In 1926 Mr. Durant published "The Story of Philosophy," which quickly became a best-seller and brought in the money he and Ariel needed to devote their lives to his-

ume without her help; for the se-ries, she pored over 5,000 books, torical scholarship. The book has never been out of print and has jotting down facts on colored slips of paper for her husband. Before Mrs. Durant's health sold almost 4 million copies in 19 languages.

Before Mrs. Durant's health failed, however, the two produced one more book, "A Dual Anto-biography," an account of their published in 1977, Mrs. Durant was credited with collaborating with her husband on cight books. Mr. Durant wrote other books on his own, but with a erent deal of research help from 'co-author. great deal of research help from 'co-author. his wife on many of them. In 1943

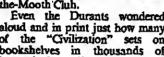
Mrs. Durant was born in Russia New York and moved into a twoarents on May 10, 1898 story house in the Hollywood Hills. Volumes 3 through 11 of the "Civilization" series were written there. 'Napoleon' Afterthought The Durants did not want to extend the series into modern times, and "Rousseau and Revolution" was to have been the final volume. But both of them had long been fascinated by Napoleon, whom Mr. Durant regarded as the most the way down from Harlem, and I exciting man since Caesar, so plans were changed and the Napo-



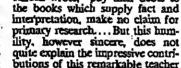
After their marriage, Mrs. Du-rant enrolled at Columbia Univer-

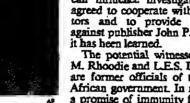
Ariel Durant

came up with nothing new in their research of non-primary sources for the series, which has long been a bonus offering of the Book-ofthe-Mooth Club.



"They [the Durants]." Mr. Kirsch wrote, "pay their debts to the books which supply fact and interpretation, make no claim for





are former officials of the South African government. In return for a promise of immunity from U.S.

Belfast scene.

might have learned in Vietnam. other movie melodrama of common cut far from recognizable reality. This is not a case of objectivity or neutrality. O'Casey's plays of political unrest were both objec-

that maudlin prototype, the mixedup kid.

### knowns. "The Vegetarian Epicure," for example, was written by a filmmaker. Anna Thomas "She hoped the royalties would help het support her filmmaking hahit, and indeed they have," said Jones, who is also editing a

OF JEWIEL and was brought to the United States in 1900. She was raised in New York City and was living in Harlem in 1913 when she married the New England-born Mr. Durant, a Roman Catholic of French Canadian descent who was her teacher at the experimental Ferrer Modern School.

In a 1975 interview with the Los Angeles Times, she recalled her wedding day: "I roller-skated all got there all flushed and sweaty, with a torn stocking and a skinned knee.

Mrs. Durant's maiden name was Ida Kaufman. But her husband even romanticizers of history who

New York Times Service

LOS ANGELES - Edith Head,

80, the dovenne of motion-picture

costume design who received a

record eight Academy Awards for her work on films, has died of a

in a career that spanned more than 50 years, Miss Head, whose

bangs, bun, tortoise-shell glasses

and two-piece suit became unmis-

takable fixtures of the Hollywood

She designed clothes for Eliza-

scene, worked on 1,000 films and

beth Taylor, Marlene Dietrich,

**OBITUARIES** 

Rita Hayworth, Marilyn Monroe and Hedy Lamarr, among many

received her first Academy Award

was followed with awards for films

that have become a part of Holly-wood legend, including "Samson and Delilah," "All About Eve," "A

Place in the Sun,"-"Roman Holi-

Of the award for "The Sting."

Miss Head, who is said to have

preferred designing for men, re-

marked with some pride, "It was

the first time that the costume de-

sign Oscar went to a picture with

costumes for such films as "The

Paris Airport Bombed;

No One Hurt in Attack

United Press International

terminal building at Charles de

Gaulle airport Tuesday and caused

some damage but no injuries, au-

thorities reported. It was the sec-

ond hlast at the arport m 13

den in a waste basket near an ele-

vator entrance. On Monday night,

a car in an airport parking lot.was

destroyed in an explosion that also

ي در در در دولا مروك<del>و ک</del>ې د ولاي و العظم ور

caused no injunies.

Officials said the bomb was hid-

PARIS - A bomh exploded in a

Greatest Show on Earth."

Miss Head also designed the

The

"Sabrina" and, more recent-

in 1949 for "The Heires

day," "Sabrina" ly, "The Sting."

no female star."

hours.

Miss Head, who died Saturday,

other

was nominated for 35 Oscars.

rare disease of the bone marrow.

POTL.

Princes

Dress for Success."

why I've been around so long.

fornia, she went to work for Para-

While at Paramount, Miss Head

was credited with starting the

craze for sarongs in the 1930s, when she designed the costumes

for Dorothy Lamour in "Jungle

career batting average was .295.

Fontanne, died Monday.

and the submerse in

**Glenn Anders** 

leon-era book written. Some critics sniped at Ariel and Will Durant as popularizers and of Freedom in 1977.

and philosopher and his collaborator in life and writing, Ariel Durant, reader and commentator." For example, Mr. Kirsch said, "The Age of Napoleon" is "more Pittsburgh philantropist and inves-tor Richard Mellon Scaife. than the sum of its parts; indeed, it

is their [the Durants] joint re-sponse to the whole range of an age ... all the memorahle aspects of events and ideas... which make the whole come alive." Mrs. Durant was named woman

of the year in literature by the Los Angeles Times in 1965. She was given the Huntington Hartford Foundation creative writing award in 1963 and the Presidential Medal

#### **Designer Edith Head Dies;** More Errors Found at U.S. **Won 8 Oscars for Costumes** Ten Commandments," "Funny Face," "Pepe," "Butch Cassidy and the Sundance Kid" and "Air-Atomic Plant

#### The Associated Press

LOS ANGELES - A second set In a business known for its temperamental personalities. Miss Head, who was barely 5 feet tall, of design errors discovered at the still-unstarted Diablo Canyon numanaged to survive more through her ability to please mercurial diclear power plant has raised doubts about the whole system de-signed to protect the \$2.3-hillion rectors and stars than for her de-sign creativity, a distinction that even she acknowledged. installation from earthquakes, a government official has disclosed. "I've been a confirmed fence-sit-

'Our principal coocern is Miss Head once said. "That's whether or oot we should have confidence in other work that was Miss Head was born in San Berdone," said Jim Hanchett of the nardino, Calif., and was raised in Nuclear Regulatory Commission's the mining town of Searchlight, Nev. Tiring of teaching French at private schools for women in Cali-San Francisco-area office on Monday. "These two errors themselves don't appear to be insurmountable but the question we're asking mount in 1923 as a sketch artist.

is: Are there other ooes out there? He said quality-control systems are supposed to catch mistakes and that system apparently failed at Diablo Canyon.

The questioo is: What were the By 1938, she had become the deficiencies in that system that alchief costume designer at Paralowed these errors to go undetect-ed until now?" he said, "Until we mount, switching to Universal in 1967. She published two books, can bound that problem, we're The Dress Doctor" and "How to going to have to keep looking. [The answer will help determine] whether this reverification effort should be expanded into other

Until such questions are answered, fuel-loading and start-up of the Pacific Gas & Electric Co, plant apparently will not be allowed. The NRC authorized low-power testing last month. A full-power operating license will require addi-

The errors are almost certain to fuel opposition to the bitterly contested power plant. Opponents for years have argued that the plant is inherently unsafe because it sits about 3 miles (4.8 kilometers) from an offshore earthquake fault. Thousands of anti-nuclear activists tried to blockade the plant for two

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weeks in September. Both design problems involve modifications begun in 1977 to strengthen pipes and other compohis \$6-million purchase of the Sac-ramento (Calif.) Union, according to their account. Mr. McGoff later sold half interest in the paper to

Mr. Rhoodie and Mr. DeVilliers, who were high officials in the South African Department of Information, agreed to cooperate in the investigation after seeing records gathered hy the U.S. Justice Department indicating that Mr. McGoff had diverted part of the South African funds to his person-

Mr. McGoff, who lives in East Lansing, Mich., allegedly used some of the funds for his swimming pool, boat and house. Investigative sources said he also used some of the \$11 million to make

undisclosed stock purchases. Employees in Mr. McGolf's office in Michigan said the publisher was traveling Monday and was unavailable for comment. His Washington attorney. Raymond G. Lar-roca, refused to comment on the new developments. Mr. McGoff's lawyers have said

ter. in federal court papers that the South African commission report amounted only to allegations that Mr. McGoff "may have borrowed funds which ultimately may have cold-be originated in South Africa."

Mr. Rhoodie was convicted in South Africa last year on charges of misusing \$37 million that the Department of Information spent secretly to improve South Africa's image in the United States, Brit-West Germany, Japan and ain other countries.

He and Mr. DeVilliers reportedly have said that they exercised no control over Mr. McGoff's procomical. South African writings. The Justice Department investigation is based on Mr. McGoff's failure to register as a foreign agent, but the indications of the diversion of funds have added more weight to

the case. Aside from Mr. McGoff's activities, sources familiar with the U.S. investigation said there was no hard evidence that any South African funds were used to influence federal elections in the United States.

But Mr. DeVilliers, who had a cover as an employee of Sydney S. Baron Inc., a New York public relations firm, has told the department that former President Ford was paid \$10,000 in South African government funds for addressing a Houston seminar in 1978 on the subject of business opportunities in South Africa. Mr. DeVilliers reportedly said he lied to Ford about the source of the funds, telling the former president that the Baron company was paying his fee.

#### 15 Die in Nicaragua Crash United Press Interna

MANAGUA - A government helicopter chasing rightist guernillas slammed into a hill in the fog-killing 15 airmen in northern Niđi caragua, the Defense Ministry reported.

#### Opera

### An Adventurous 'Luisa Miller' in Zurich

By Andrew Clark International Herald Tribune

ZURICH - The Zurich Opera has a Verdi traditico that in recent years has found room for some of the less-known early operas as well as established favorites. "Luisa Miller," which has just been given a new production, falls

into neither category. It is a transi-tional work, marking the point where early Verdi ends and his middle period begins. The staging of the Austrian di-rector Alfred Wopmann is advenmental techniques or sacrificing

the work's appeal. Beyond the tragic tale of young love and parental pride, he sees an illustration of the gap between aristocracy and common people, his sympathies lying clearly with the lat-

Toni Businger's set is dominated by a black marble arch within a framework of stone pillars, sym-bohzing the rich, dominating and arted world of the class. For the scenes at Miller's house, a simple wood cut-out panel is added at center stage. But t the ornate crest of the arch, like an ugly headstone, remains visible as a reminder that the two worlds do oot mix. In the court scenes, valuer embellishments create an atmosohere of neoclassicism which, linked to the exaggerated gestures of the courtiers, borders on the

#### Sharp Contrast

In the well-to-do dress of the villagers as much as in the palatial court, Wopmann and Businger betray their preference for the original setting in Schiller's "Kabale und Liebe," over the more modest world envisaged by Verdi and his librettist, Cammarano. But the gamble pays off because of Woomann's ability to keep the contrast between the two worlds sharply in focus and to project the clash of emotions and moral principles. His

eye for detail and drama brings out the best in Verdi's operatic in-vention, and his use of the stage is always musical. In the confrontation between

Miller and the count, for example, villagers and courtiers underline the clash of wills by taking fiercely partisan sides. In Wurm's scene with Luisa, the repulsive courtier, not content to hlackmail her, even tries to have his way with her. Excellent ensemble work by the chorus brought the larger scenes to life, and the difficult closing scene

was rounded off with spontaneity and momentum. The main flaw in the production

was the lack of an adequate tenor. Fortunately in "Luisa Miller" Verspreads the musical plums among five major characters, and the rest of the cast gave polished performances,

Giorgio Zancanaro was outstanding for his dignified portrayal of Miller. Eugenia Moldoveanu's Luisa benefited from her agile voice and air of humility. As Count Walter, Bonaldo Giaiotti gave a vintage characterization of the proud and obstinate father. hned

#### **Photography Scene**

Death and Resurrection of Dieter pictures man's primitive desire to Appelt, Ufficio dell'Arte/Creatis, 44 Rue Quincampoix, Paris 4, 10 fly. A pair of white wings, constructed by himself. Illustrate his visioo of mastering nature and, in a way, reaching for immortality. Nov. 12.

The 46-year-old German photographer Dieter Appelt bandages himself with a thin layer of plaster and after it dries and starts crack-Salon Photo-Cinema, Exhibition ing, photographs himself. It is oot new that photographers create the As an appendix to the fair of photographie and cinematographie world they picture, but rarely has anyone achieved visual expressioo of such beauty and insight into the eternal fear of death. He is not a material and equipment, an exhibitioo gallery with several shows offers the best and the worst of what oovice when it comes to dark and mysterious heauties. In the early can be organized at such event. '70s he photographed Scottish mountains and French graveyards. "China Seen by the Chinese," 120 hlack-and-white and color pic-Thorough and methodical, he also tures, shows the way Chinese see

Art Sunk Treasure

Shown in N.Y. United Press Internationa

EW YORK - The first major exhibition of the most valuable Spanish galleon treasure ever rescued from American waters has put the Queens Museum on the

map after 10 seasons of trying. The show, "Shipwrecked 1622 The Lost Treasure of Philip IV. opened less than two weeks ago. It has tripled attendance at the museum, which occupies a structure surviving from the 1939-40 New York World's Fair.

Organized by the museum's di-rector, Janet Schneider, and underwritten by the Chase Manhattan Bank, some 100 objects of the thousands retrieved so far from the wrecks of the Nuestra Senora de Antocha and the Santa Margarita fill six rooms.

Gold and silver bullion, coins and jewelry worth \$70 million on the annoues market have been recovered since the Antocha was found in 1971 and the Santa Margarita in 1980 in the Straits of Florida.

This is estimated to be only 5 percent of what went down with the two gallcons, sunk in a hurri-cane while escorting Spanish mer-chant ships back to Spain.

The show will travel to Jacksonville, Fla., Key West, Fla., San Juan, Puerto Rico, Jackson, Miss. and Miami, Fla., after it closes m New York Nov. 29.

comes to Paris on a diplomatic visit, though his colleagues seek to prevent his revenge. Nello Santi's conducting was distinctive for its expressive phras-Georges Lautner receives credit ing and taut control of crescendos. for the direction, but when Bel-He was well served by a principal clarinet who made light of his mondo is on - and he is on almost uninterruptedly - it is his antics that are the chief attraction. (At prominent role, but the orchestra's strings sounded wiry and undiscipthe Berlitz, the Normandie, the Cluny Palace and the UGC

Odćon.) . . . The major plays of Federico García Lorca are of much the same pattern, with everyone exuberantly happy and wearing festive folk costumes at the start and with Act 3 coocluding with everyone grieving over the death of someone

or other and wearing deep mourn-

Though of slender and obvious plot, his plays with their high coloring and vivid incident would seem ideally suited for cinematic translation. Carlos Saura, the Spanish director, seems to have missed their screen potentialities in his adaptation of **Bodas de** sangre" (Blood Wedding). Instead of filmiog it as the revenge tragedy it is, he has shot it in a terpsi-chorean studio version — as a ballet rehearsal, with flamenco heelstomping and accompanying gui-tars and vocal wailing. It is a hallet photographed rather than an authentic motion pieture, with dance rather than drama as its accent. (At the Quintette Pathe, La Pagode and the Olympie Balzac in its original tongue but under the Freoch title "Noces de sang.")



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**Additional Hearings** 

Pete Reiser areas of the plant." NEW YORK (NYT) - Pete Reiser, 62, former Brooklyn Dodger star outfielder who won

the National League batting title in 1941 with a .343 average, died Sunday night after a long respiratory illness in Palm Springs, Calif., a family spokesman said Monday. Mr. Reiser, a native of St. Louis, was a speedy, exciting player who stole bases and chased flies wit. tional federal hearings later.

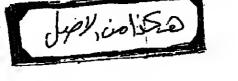
abandon, often crashing into outfield walls. His flashy style carned him the nickname Pistol Pete. His NEW YORK (NYT) - Glean

Anders, 92, Broadway leading man in the 1920s and 1930s, most notably in Eugene O'Neill's "Strange Interlude" m 1928 opposite Lynn nents against a quake. :

|          | Page 6   |  | INTERNATIONAL HERALD TRIBUN   | E, WEDNESDAY, OCTOBER 28, 198   | 1  |  |  |
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|          | 17% 14% AGING 2007 14. 47 15 14% 19 1<br>20 27% AGING 1800 45 47 25% 25 14 4<br>20% 14% AGING 1800 45 47 25% 25 14 4<br>20% 14% AGING 180 45 17 16% 16% 16%  | 2445 14 Comds 5 28 1.3 12 21 21 16 204 21 16<br>8 71/2 Cm5w n .16 1.3 20 472 u 8/3 8 8/2 + 1/2   | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 16% 14% Lawsy 1,10 44 5 12 17% 17% 17%  | 1314 1014 NIGMAP 1.44 75. 5706 114 119<br>2795 344 NIGMAP 1.50 16. 250 251 23<br>2715 2378 NIGMAP 4.130 16. 250 2514 255<br>34 77 NIGMAP 4.33 17. 341 35 23<br>4055 2114 NIGMAP 5.35 16. 220 21 23<br>88 71 NIMAP 5.35 16. 220 21 23<br>88 71 NIMAP 5.35 16. 220 21 24<br>34 175 NIGST 244 1.4 16 179 744<br>34 175 NIGST 244 1.4 16 28 10 31<br>2455 315 N NICOT 244 2.4 16 28 10 31<br>2455 315 N NICOT 244 2.4 16 28 10 31<br>2456 315 N NICOT 244 2.4 16 28 10 31<br>2456 315 N NICOT 244 2.4 16 28 10 31<br>2456 315 N NICOT 244 2.5 16 338 250 472   | 27         -100         100%         640         100%         640         100         12         6         455         100         100           27         -12         100         200         200         212         43         5         18         524         210         210         210         210         100         210  |  |
|          | 2214 17th Artoinet 1.12 7.3 5 441 15th 17th 15th 15th 15th 15th 15th 15th 15th 15  | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$  | 184 44 Gorson 12 12 12 12 12 14 14 14 14 14 14 14 14 14 14 14 14 14   | 2000 13% Lowind" 5 24 42 15 177 144 +1<br>15% 5% 46 Lowind" 12 41 127 45 18% 18% 18% 18%<br>16% 20 Lowing 132 41 127 45 18% 18% 18% 18%<br>16% 20 Lowing 128 42 127 177 25 20 12% 14%<br>12% 24% Lowing 12% 12% 12% 12% 12% 12% 12%<br>12% 24% Lowing 12% 12% 12% 12% 12% 12% 12%<br>12% 24% Lowing 12% 12% 12% 12% 12% 12% 12%<br>12% 25% Lowing 12% 12% 12% 12% 12% 12% 12%<br>12% 25% Lowing 12% 12% 12% 12% 12% 12%<br>13% 25% Lowing 12% 12% 12% 12% 12% 12%<br>13% 25% Lowing 12% 12% 12% 12% 12% 12% 12% 12% 12% 12%   | 2146 14 Helpila x 32 414 199 101 414 199 101 41<br>514 39 Horrbyn 244 51 6 308 509 479<br>14% 13% Horrbyn 246 51 155 409 409<br>14% 13% Horrbyn 246 51 155 409 409<br>13% 51% Horrbyn 246 51 155 409 409<br>13% 51% Horrbyn 25 43 6 37 399 70<br>13% 52% Horrbyn 173 14 6 199 59% 10<br>15% 76 Horrst 130 14 6 199 59% 10<br>15% 76 Horrst 130 14 6 78 79 10<br>15% 76 Horrst 130 14 6 78 10<br>15% 76 Horrst 130 14 10<br>15% 76 Horrst 130 14 10<br>15% 76 Horrs   | 1000-1         2017         1000 (cold)         102 (cold)         102 (cold)         100 (cold)  |  |
|          | 44% 34% AST of 457 12, 12 21% 34% 35% + 6<br>23% 45 ATT = 5.40 6.1 7.4141 STA 57% 57% 58% + 8<br>24% 45 ATT = 5.40 6.1 7.4141 STA 57% 57% 58% + 8<br>24% 47% ATT of 3.44 12, 31 21 27% 27%<br>24% 27% ATT of 3.44 12, 31 21 27% 27%<br>13% 10% AUT of 3.44 6.2 17% 12% 12% - 8<br>13% 10% AUT of 3.44 6.2 17% 12% 12% + 8<br>13% 10% AUT of 3.44 6.2 17% 12% 12% + 8<br>13% 10% AUT of 3.44 6.2 17% 12% 12% + 8<br>13% 10% AUT of 3.44 6.4 6.2 17% 12% 12% + 8<br>13% 10% AUT of 3.44 6.4 6.2 17% 12% 12% + 8<br>13% 10% AUT of 3.44 6.4 6.4 12% 13% 12% + 8<br>13% 10% AUT of 3.44 6.4 6.4 12% 13% 12% 12% + 8<br>13% 10% AUT of 3.44 6.4 6.4 12% 13% 12% 12% 12% 12% 12% 12% 12% 12% 12% 12  | $\begin{array}{cccccccccccccccccccccccccccccccccccc$   | 1214         0 Consisting         121         125         7         22         100         100+++         100++         100+++         100+++         100+++         100+++         100+++         100+++         100+++         100+++         100+++         100+++         100+++  | 28 28 LevFdC 6 15% 25% 25% 4 4  | 135% 10 NinoPFS 130 14. 6 992 11 18<br>27. 20 NinoPFS 130 14. 7 138 2014 24<br>39% 273 10 NinoPFW 254 10.7 138 2014 24<br>39% 273 NinFW 2140 14. 2230 25% 25%<br>30% 273 NinFW 2140 15. 100 22 25% 25%<br>444, 25% NinFW 2141 14. 2500 25% 25%<br>78 57% NinFW 2141 14. 2500 25% 25%<br>45% 25% NinFFW 2140 1 1 4.31 44% 44%   | 6         + W         27%         18U, 190000         9.74         32.011         222         2254         34%         2544         185         155         150  |  |
|          | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$  | 214 134 Control 2 2 1427 374 110 25% 4 8<br>224 134 Contar a 27 3 3 127 374 117 12% 4 8<br>224 134 Contar a 23 3 12 3 12% 27% 27% 4 8<br>225 37% Contar 2 3 1 4 5 47 53% 57% 27% 4 7<br>22% 37% Contar 12% 3 1 4 5 47 53% 57% 27% 4 7<br>27% 37% Contar 12% 3 1 4 5 47 53% 57% 27% 4 7<br>17% 15% Contar 2 4 1 4 3 187 23% 27% 27% 4 7<br>17% 15% Contar 2 4 1 4 3 187 23% 27% 27% 4 7<br>17% 15% Contar 2 4 4 1 4 1 4 1 1 1 1 1 1 1 1 1 1 1 1 1   | 18/10         18/10         13/10         13/10         14/10         3           4400         21         GRDVm         7/2         4/5         6/14/2         2/5         5/7           4400         21         GRDVm         7/2         4/5         6/14/2         2/5         5/7   | 28         29         Lew Pice         4 35%         21%         25%         24%         25%         25%         24%         25   | 1246 2 Nithool e 13 4% 3<br>376 Newstahr 40 2522 200 32 31<br>376 Newstahr 40 2522 200 32 31<br>376 Newstahr 40 2522 20 32 31<br>376 1846 Newstahr 40 2522 20 32 31<br>376 1846 Newstahr 40 2524 20<br>376 11 1 137 204 184 20<br>376 124 Newstahr 120 44 3 216 224 21<br>376 124 Newstahr 120 44 3 216 224 21<br>178 46 Newstahr 120 43 7 8 346 20<br>42 324 Newstahr 120 43 7 8 346 20<br>42 345 Newstahr 120 43 7 8 346 20<br>42 345 Newstahr 120 43 7 8 346 20<br>42 345 Newstahr 120 43 7 8 346 20<br>43 40 50 50 50 50<br>44 50 50 50<br>45 50 50 50<br>45 50<br>45 50 50<br>45 50<br>4 | 6% + %         23%         13% Rich/Co         1.30         4.410         6         20% - 21%         23% - 13%           6% + %         37%         23%         13% Rich/Co         1.30         4.410         6         23% - 21%         23% - 31%           7         11% - %         23%         13% Rich/Co         1.30         4.410         5         23% - 34%           31         16% - %         23% - 13% Rich/Co         1.30         4.47         5         31% - 34%           24         23% - 33%         23% Rich/Co         1.30         4.4         5         447         5         31% Rich/Co           24         23% - 34%         23% Rich/Co         7.30         4.4         5         447         31         31% Rich/Co           24         23% - 3%         23% Rich/Co         7.30         4.47         31         24% Rich/Co         31% Rich/Co           34         16% Rich/Co         1.30         4.4         241         14% Rich/Co         31         31         31% Rich/Co         31% Rich/Co           34         16% Rich/Co         1.30         4.4         21<11         146         31% Rich/Co         31% Rich/Co           34%         34% Rich/Co  |  |
|          | 2114         2104         Ann31*         AD         A4         7         25         2104         2504         2707           2144         3144         AST         53         12         14         2344         3244         2514         2704         2504         2704         704         2504         2504         2504         2504         2504         2504         2504         2504         2504         2504         2704         704         704         2504         <   | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$  | 37%         32m Gränklika         1.44         4.3         61011         70         24/5         31         +1%           50         35/6         35/6         36/6         11.64         37/6         27/6         -16/6           44%         3770         GMARI         pi         2         16.         8         37/6  |   | 310         171         NINGED         122         47         428         128         129           310         110         NICCOR         222         4.1         4.24         119         1319   | 20         21 <th21< th="">         21         21         21<!--</td--><td></td></th21<>   |  |
|          | 4315 25 Antheus 1.08 8.430 2409 44316 256 2524 18<br>2039 1230 Anthr 5.16 1.111 246 1478 114 1476 14<br>1000 7/5 Anthruy ,44 2.7 6 4 716 716 716 724<br>2316 1718 Anothru ,44 2.7 6 45 2016 1718 2014 18<br>2316 1718 Anothru ,44 2.7 224 27 254 2178 2574 14<br>3014 1534 Anothru ,54 1.2 17, 2200 4916 4614 4814 15<br>3714 134 Anothru ,56 43 35 1446 1316 14 - 16  | 31 41 COPW 07/45 17, 2501 44% 44%-1%<br>22 44% COPW 07/45 17, 2504 47 47 41<br>54 45 COPW 07/45 17, 2504 47 47 47<br>55 44% COPW 07/46 17, 2318 44 45% 44<br>27 32% COPW 07/46 17, 2318 44 45% 44<br>27 32% COPW 07/46 17, 2318 444 22 37% 44<br>27% 37% COPW 07/46 17, 4 15% 12 37% 44<br>17 16% COPW 07/47 17 11 15% 16% 16% 16% 16% 16% 16% 16% 16% 16% 16  | 112 an otp://w123 12.2740 shud shu shu-by<br>1134 6 GTFi 1730 13: 2750 6 shu shu-by<br>27% 17% GTFi 1580 60 8 213 25 24% 24% + 4<br>11% 44% Genetica 12 49 7% 7% 7% 4% + 4<br>22% 12 Genetica 124 274 124 124 124 124<br>23% 556 Genetica 126 4318 356 15% 15% 15% 15% 15%  | Y2         All         Lithen         JADC         R.4         7 Arg         STR         ST   | 70% 21% Dokin s 34 7161274 33% 33% 34% 31% 21% Doking 1.4% 1.4% 1.4% 1.4% 1.4% 1.4% 1.4% 1.4%  | 3344 + M         376         378         378         178 <th178< th="">         178         <th178< th=""> <th178< <="" td=""><td></td></th178<></th178<></th178<>   |  |
|          | 13.5         13.5 <th< td=""><td>55         344         Carpine 0724         17         2310         44         459         44           277         321         Carpine 07248         17         2314         44         459         44           277         321         Carpine 07248         17         4         459         44         45           177         1324         Carpine 07248         17         1516         12         -44           177         1374         Carpine 07248         17         1516         12         -44           186         174         Carpine 07248         17         1516         12         -44           186         174         Carpine 07248         14         -4132         1576         12         -44           186         174         Carpine 07243         14         -4132         1586         138         146         138</td><td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td><td>30% 22% Letter 145 7.4 5 77 342 27% 24% 27% 24% 4 8<br/>40% 47% LiLCo 144 14. 5442 14 18% 33%<br/>40% 47% LiLCo 144 14. 5442 14 18% 53%-1<br/>36 144 LiL 91% 25% 14. 542 14 18% 53%-1<br/>17% 14% LiL 91% 25% 14. 25 15% 14 18<br/>17% 14% LiL 91% 25% 14. 25 15% 14 18<br/>17% 14% LiL 91% 25% 14. 25% 15% 14 18<br/>18% 15% Ling 27% 25% 14% 15% 15% 15% 15%<br/>18% 15% 15% 14% 14% 15% 15% 15% 15% 15%<br/>18% 15% 15% 14% 14% 15% 15% 15% 15% 15%<br/>18% 15% 15% 14% 14% 15% 15% 15% 15% 15% 15%<br/>18% 15% 15% 15% 15% 15% 15% 15% 15% 15% 15</td><td>24 17h Dokime 1.40 4.4 8 1 314 204<br/>37th 218 Occime 2.58 10. 2 1344 2047 238<br/>120 747h Occime 2.58 10. 2 1344 2047 238<br/>121% 144h Occim p12.50 14. 13 1716 171<br/>144h 1314 Occim p12.50 14. 13 1716 171<br/>144h 141 Occim p12.50 14. 13 1746 147<br/>144h 141 Occim p12.50 14. 13 144 147<br/>145 158 Occim p12.50 14. 13 144 147<br/>146 141 Occim p12.50 14. 13 147 147<br/>147 147 147 050 147 147 147 147 147<br/>147 147 147 050 147 147 147 147 147<br/>147 147 050 050 147 147 147 147 147<br/>147 147 050 050 147 147 147 147 147<br/>147 147 050 050 147 147 147 147 147 147<br/>146 147 147 050 050 050 050 050 050 050 050 050 05</td><td>17.10 - W         20105         164 (a)         <th164 (a)<="" th=""> <th< td=""><td></td></th<></th164></td></th<>   | 55         344         Carpine 0724         17         2310         44         459         44           277         321         Carpine 07248         17         2314         44         459         44           277         321         Carpine 07248         17         4         459         44         45           177         1324         Carpine 07248         17         1516         12         -44           177         1374         Carpine 07248         17         1516         12         -44           186         174         Carpine 07248         17         1516         12         -44           186         174         Carpine 07248         14         -4132         1576         12         -44           186         174         Carpine 07243         14         -4132         1586         138         146         138   | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 30% 22% Letter 145 7.4 5 77 342 27% 24% 27% 24% 4 8<br>40% 47% LiLCo 144 14. 5442 14 18% 33%<br>40% 47% LiLCo 144 14. 5442 14 18% 53%-1<br>36 144 LiL 91% 25% 14. 542 14 18% 53%-1<br>17% 14% LiL 91% 25% 14. 25 15% 14 18<br>17% 14% LiL 91% 25% 14. 25 15% 14 18<br>17% 14% LiL 91% 25% 14. 25% 15% 14 18<br>18% 15% Ling 27% 25% 14% 15% 15% 15% 15%<br>18% 15% 15% 14% 14% 15% 15% 15% 15% 15%<br>18% 15% 15% 14% 14% 15% 15% 15% 15% 15%<br>18% 15% 15% 14% 14% 15% 15% 15% 15% 15% 15%<br>18% 15% 15% 15% 15% 15% 15% 15% 15% 15% 15  | 24 17h Dokime 1.40 4.4 8 1 314 204<br>37th 218 Occime 2.58 10. 2 1344 2047 238<br>120 747h Occime 2.58 10. 2 1344 2047 238<br>121% 144h Occim p12.50 14. 13 1716 171<br>144h 1314 Occim p12.50 14. 13 1716 171<br>144h 141 Occim p12.50 14. 13 1746 147<br>144h 141 Occim p12.50 14. 13 144 147<br>145 158 Occim p12.50 14. 13 144 147<br>146 141 Occim p12.50 14. 13 147 147<br>147 147 147 050 147 147 147 147 147<br>147 147 147 050 147 147 147 147 147<br>147 147 050 050 147 147 147 147 147<br>147 147 050 050 147 147 147 147 147<br>147 147 050 050 147 147 147 147 147 147<br>146 147 147 050 050 050 050 050 050 050 050 050 05   | 17.10 - W         20105         164 (a)         164 (a) <th164 (a)<="" th=""> <th< td=""><td></td></th<></th164>   |  |
|          | 414 25% Armod 1.40 7.1 8 815 254 25 254<br>52% 31% Armot pf2.10 4.6 2 21% 31% 71%<br>52% 31% Armot pf2.10 4.6 2 21% 31% 11%<br>70% 18% Armot pf2.10 7.4 6 161 15 14% 14%<br>18% 13% ArmWin 1.10 7.4 6 161 15 14% 14%<br>18% 13% ArmWin 1.10 7.4 6 161 15 14% 14%<br>25% 13% ArmWin 1.10 7.4 6 161 15 14% 14%   | 2310 2824 Childs pi4.50 14.5 3110 2714 31 310 2704 274 274 274 274 274 274 274 274 274 27  | 444 dith Geopres 36 1313 di 448 dith 374 dith<br>2846 2946 Geopres 136 4.5 7 130 27 314 314 444 4<br>1946 354 Geopres 131 315 78 144 134 144 4<br>1946 354 Geopres 1315 78 144 134 144 4<br>1946 354 Geopres 1315 78 144 144 4<br>1946 354 Geopres 1315 78 144 14<br>444 446 Giarti 8<br>54 44 45 631 144 14<br>54 454 555 31 54<br>54 454 555 1855 1756 1845 1845 1845 1845 1845 1845 1845 1845  | 18%         13%         LLC.0         1.4.         1.4.         5.420         1.6.         1.8%         1.3%           36         144         LLC.0         1.4.         2.20         3.0%         5.0%         5.0%         1.1%         1.6%         2.20         1.6         5.0%         5.0%         1.6%         1.6%         1.6%         1.20         1.6%         1.20%         1.6%         1.20%         1.6%         1.20%         1.6%         1.6%         1.6%         1.6%         1.6%         1.20%         1.6%         1   | 7015         2116         1274         3116         1274         3116 <th< td=""><td>201         201</td></th<> <td>Second Maray</td>  | 201          | Second Maray   |
|          | Jum         Idea         Arrino         JU         JU <thju< th=""> <thju< th="">         JU         <t< td=""><td>Trix Carristican         A4         11, 2         2         2         3         3         5         7         1         3         5         1         1         1         6         1         <th1< th="">         1         1         1</th1<></td><td>210 1976 GM L = 4 <math>d</math> = 4 <math>d</math></td><td>28% 20% MACOM .12 A22180 29 274 28% + 7%<br/>37 JEN MCA 130 24 5 322 7% 27% 27% 4 %<br/>4 % 13 % 16% ME1 35 14 5 72% 3% 4 %<br/>4 % 2% 28 MGC 140 4515 45 78% 27% 3% 4 %<br/>4 % 2% 28 MGC 140 4515 45 78% 27% 5%<br/>1% 7% MGCM 4 115 1 7% 8% 8%<br/>1% 7% MGCM 141 127 115 1 7% 8%<br/>1% 7% MGCM 141 127 115 1 7% 8%<br/>1% 14% 7% MGCM 141 127 115 1 7% 8%<br/>1% 14% 7% MGCM 141 127 115 1 7% 14% 18%<br/>1% 14% 7% MGCM 127 117 117 118 4% 18%<br/>1% 11% 11% 11% 11% 11% 11%<br/>1% 11% 11% 11% 11% 11% 11% 11%<br/>1% 11% 11% 11% 11% 11% 11% 11% 11%<br/>1% 11% 11% 11% 11% 11% 11% 11% 11%<br/>1% 11% 11% 11% 11% 11% 11% 11% 11% 11%<br/>1% 11% 11% 11% 11% 11% 11% 11% 11% 11%</td><td>44%         22%         DDECO         5.20         8.4 6         97         29%         23%           37%         23%         Dosen         1.40         4.3         6         14         7.48         24%         23%           34%         23%         Dosen         1.40         4.5         14.8         23%         20%           34%         23%         Dosen         1.40         4.8         7.12         12         11           34%         25%         Dosen         pit.4.4         16.         2100         22         20%         20%           40         41         Dosed         pit.2.0         17.7         28%         26%         4%         4%           40         11%         Dosed         pit.2.0         17.7         28%         4%         4%           414         11%         Dosed         pit.2.0         11.6         220         26%         4%           144         11%         Dose         pit.2.1         1.4         14.5         4128         4%         4%           15%         64         Dohe         pit.4.1         1.5         6128         4%         4%         14%         14%</td><td>SI        </td><td></td></t<></thju<></thju<> | Trix Carristican         A4         11, 2         2         2         3         3         5         7         1         3         5         1         1         1         6         1 <th1< th="">         1         1         1</th1<>  | 210 1976 GM L = 4 $d$   | 28% 20% MACOM .12 A22180 29 274 28% + 7%<br>37 JEN MCA 130 24 5 322 7% 27% 27% 4 %<br>4 % 13 % 16% ME1 35 14 5 72% 3% 4 %<br>4 % 2% 28 MGC 140 4515 45 78% 27% 3% 4 %<br>4 % 2% 28 MGC 140 4515 45 78% 27% 5%<br>1% 7% MGCM 4 115 1 7% 8% 8%<br>1% 7% MGCM 141 127 115 1 7% 8%<br>1% 7% MGCM 141 127 115 1 7% 8%<br>1% 14% 7% MGCM 141 127 115 1 7% 8%<br>1% 14% 7% MGCM 141 127 115 1 7% 14% 18%<br>1% 14% 7% MGCM 127 117 117 118 4% 18%<br>1% 11% 11% 11% 11% 11% 11%<br>1% 11% 11% 11% 11% 11% 11% 11%<br>1% 11% 11% 11% 11% 11% 11% 11% 11%<br>1% 11% 11% 11% 11% 11% 11% 11% 11%<br>1% 11% 11% 11% 11% 11% 11% 11% 11% 11%<br>1% 11% 11% 11% 11% 11% 11% 11% 11% 11%  | 44%         22%         DDECO         5.20         8.4 6         97         29%         23%           37%         23%         Dosen         1.40         4.3         6         14         7.48         24%         23%           34%         23%         Dosen         1.40         4.5         14.8         23%         20%           34%         23%         Dosen         1.40         4.8         7.12         12         11           34%         25%         Dosen         pit.4.4         16.         2100         22         20%         20%           40         41         Dosed         pit.2.0         17.7         28%         26%         4%         4%           40         11%         Dosed         pit.2.0         17.7         28%         4%         4%           414         11%         Dosed         pit.2.0         11.6         220         26%         4%           144         11%         Dose         pit.2.1         1.4         14.5         4128         4%         4%           15%         64         Dohe         pit.4.1         1.5         6128         4%         4%         14%         14%  | SI   |  |
|          | 12         2000 ALEDIG 1.00         4.010 100 210 300 300 300 300 300 300 300 300 300 3  | STM 244 Commer 1 11 427 Gibs crists crists the crists the crists the crists the crists the crists crists crists the cris  | 34%         23%         63%         23%         34%         23%         34% <td>174 114 Macmill 38 122 240 15% 14% 18%+1<br/>44% 77% Mac 123 118 712 54% 54% 44%<br/>14% 27 Mac 123 118 712 54% 54% 44%<br/>14% 27 Mac 123 12 440 71% 54% 21%+1%<br/>15% 75% Mac 12 13% 72 18 16% 17% 16%+1%<br/>15% 75% Mac 12% 13% 12% 11% 11% 11%<br/>15% 10% Mac 14% 12% 12% 12% 11% 11%<br/>15% 10% Mac 14% 12% 12% 11% 11%<br/>14% 10% 15% 12% 12% 12% 11% 11% 11%</td> <td>1021/0         9546 DBP         prfc         14         15         stable         def         &lt;</td> <td>1. 2814 - 14 2774 2774 578 corp 2.254 7.3 4 546 2024 2764 2974 148<br/>1. 384 + 14 1674 64 50 corp 2.254 7.3 4 546 2024 276 1974 148<br/>576 - 1475 2775 2775 278 1076 7874 148<br/>1679 + 14 134 107 50 1665 1.48 14 5 277 114 1172 786 + 14<br/>1579 - 14 1374 107 50 1665 3.586 4.3 091 036 6. 954 13<br/>1579 - 14 1374 107 50 1675 356 4.3 091 036 6. 954 13<br/>2564 + 16 21 170 51 1076 556 4.3 091 036 6. 954 13<br/>2564 + 16 21 170 51 1076 1566 4.3 1677 1414 1376 1416</td> <td>in the second se</td> | 174 114 Macmill 38 122 240 15% 14% 18%+1<br>44% 77% Mac 123 118 712 54% 54% 44%<br>14% 27 Mac 123 118 712 54% 54% 44%<br>14% 27 Mac 123 12 440 71% 54% 21%+1%<br>15% 75% Mac 12 13% 72 18 16% 17% 16%+1%<br>15% 75% Mac 12% 13% 12% 11% 11% 11%<br>15% 10% Mac 14% 12% 12% 12% 11% 11%<br>15% 10% Mac 14% 12% 12% 11% 11%<br>14% 10% 15% 12% 12% 12% 11% 11% 11%  | 1021/0         9546 DBP         prfc         14         15         stable         def         <  | 1. 2814 - 14 2774 2774 578 corp 2.254 7.3 4 546 2024 2764 2974 148<br>1. 384 + 14 1674 64 50 corp 2.254 7.3 4 546 2024 276 1974 148<br>576 - 1475 2775 2775 278 1076 7874 148<br>1679 + 14 134 107 50 1665 1.48 14 5 277 114 1172 786 + 14<br>1579 - 14 1374 107 50 1665 3.586 4.3 091 036 6. 954 13<br>1579 - 14 1374 107 50 1675 356 4.3 091 036 6. 954 13<br>2564 + 16 21 170 51 1076 556 4.3 091 036 6. 954 13<br>2564 + 16 21 170 51 1076 1566 4.3 1677 1414 1376 1416  | in the second se |
|          | 314 2176 AUTOL & 44 1.4 16 394 274 27 374 + 44   |  | 344         2344         634         2344         344         144           1746         7756         6356         440         13         14         144         144           1776         7756         6356         440         147         134         1776         1754         1776         <  | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 214         314         100 molecular         214         <  | 11 May 14         10 % 25 % RVder5 1.1110         6.1 % 260 m 20 m 23         25 % 1 % 1 % 1 % 1 % 1 % 1 % 1 % 1 % 1 %   |  |
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|          | 27a         13a         BT Mity         7         77b         13a         13a           14'b         11'u         Bolright         60         1.4 ; 31.4 ; 13a         13a           14'b         11'u         Bolright         60         1.4 ; 31.4 ; 134         13a           13'b         31'b         13'b         1.3 ; 134         13a         13a           22'b         14'b         14'b         124'b         22'b         13a         13a           22'b         14'b         14'b         22'b         13a'b         13a'b         13a'b           22'b         14'b         24b         124'b         27b         13a'b         13a'b           23'b         50'b         13'b         11'b         24'b         13a'b         13a'b         13a'b           23'b         50'b         10'b         12'b         13a'b         11'b'b         13a'b         13a'b         13a'b           23'b         50'b         12'b         13a'b         11'b'b         13a'b         13a'b         13a'b         13a'b           23'b         13'b         11'b'b         13a'b         12'b'b         13a'b         13a'b         13a'b         13a'b <td< td=""><td>1144 5% DPF 164 10 9% 3% 44<br/>14% 5% Damba 20 2,0164 71 7% 7% 7% 7%<br/>23 17% Damba 112 7,9 44 14% 14% 14% 14%<br/>33% 70% Damba 112 7,9 44 14% 14% 14% 14%<br/>14% 14% 14% 14% 14% 14% 14% 14% 14% 14%</td><td>3254         3554         6110         97         250         7.9         614.33         2554         4564         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         146         146         166         177         486         35746         35746         35746         35746         35746         35747         3574         166         35776</td><td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td><td>21%         14%         PoscPerr 224         12.4         A 5274         22%           27%         23%         13%         PoscPerr 972/5         1.4         5274         22%           23%         13%         PoscPerr 972/5         1.4         5274         22%         13%           14         13%         PoscPerr 972/5         1.4         5274         22%         14%           14         13%         PoscPerr 1         1.4         2.1         128%         14%         16%         14%           14         13%         PoscPerr 1         1.4         2.1         128%         31%         16%         14%           17%         Positrific 1         1.4         2.2         2778         27%</td><td>70         + %         6277         20%         Schultz         121776</td><td>63.00<br/>19.00<br/>19.10</td></td<>  | 1144 5% DPF 164 10 9% 3% 44<br>14% 5% Damba 20 2,0164 71 7% 7% 7% 7%<br>23 17% Damba 112 7,9 44 14% 14% 14% 14%<br>33% 70% Damba 112 7,9 44 14% 14% 14% 14%<br>14% 14% 14% 14% 14% 14% 14% 14% 14% 14%   | 3254         3554         6110         97         250         7.9         614.33         2554         4564         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         446         3564         146         146         166         177         486         35746         35746         35746         35746         35746         35747         3574         166         35776   | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 21%         14%         PoscPerr 224         12.4         A 5274         22%           27%         23%         13%         PoscPerr 972/5         1.4         5274         22%           23%         13%         PoscPerr 972/5         1.4         5274         22%         13%           14         13%         PoscPerr 972/5         1.4         5274         22%         14%           14         13%         PoscPerr 1         1.4         2.1         128%         14%         16%         14%           14         13%         PoscPerr 1         1.4         2.1         128%         31%         16%         14%           17%         Positrific 1         1.4         2.2         2778         27%  | 70         + %         6277         20%         Schultz         121776  | 63.00<br>19.00<br>19.10  |
|          | 304 214 BakAnt 1.52 4.5 6 1394 20 2176 2176 + He   | 81 281% DoteGan 14 302 531% 21 52 +2<br>241% 64% DotTsr 721 716 71% 71%<br>576% 25% DotTor 25 574 51 50 58 + %<br>143% 11 Davca 24 6312 51 131% 13 17% +3<br>45% 128 Dotyfed 220 2410 585 57% 54% 15 57 + %<br>141% 118 Dotyfed 1220 2410 585 57% 54% 157 + %  | 4% 4% NMW   | 375 J MG7JY 110 4 JH JH+ 4  | 4 275 POURAL 1751 28 26 1751 28 26<br>575 304 POURE 2 40 5 22 3354 21<br>27 178 Posch 1.380 84 7 14 3204 237<br>514 284 Portivn 37 971 43 4154 238<br>514 284 Portivn 37 971 43 415<br>344 154 Portivn 1.34 3 5 185 16 159<br>344 164 Prictori 1.16 3 5 749 214 286 199<br>2356 1754 Portivn 545 47 255 185 186 19   | 178         111         111/s Scouder         23         35         124         116         121/s         121/s           178         44         040         55/s         07/7/6         124         131/s         126         131/s         127/s         128         128         128/s   |  |
|          | 2294 22 BKART 1220 A4 9 11 2549 259 259 + 4<br>2795 26% BRATT 1220 14 9 11 2549 259 259 + 4<br>2215 16% BATT 125 44 5 84 514 214 119 12<br>2215 16% BATT 12250 14 4 18 18 18 18<br>18 2745 26% BATT 14 227 14 6 30 627 27 -115<br>1756 174 BARNET 18 1312 471 1455 204 2796 22 + 115<br>25% 174 BARNET 18 1312 471 1455 204 2796 22 + 115<br>25% 174 BARNET 18 1312 471 1455 204 2796 22 + 115<br>25% 174 BARNET 18 134 20 20 20 20 20 20<br>27% 164 58 BARNET 18 27 24 24 24 24<br>21% 134 BARNET 18 25 26 27 24 24 24<br>21% 134 BARNET 18 25 26 27 24 24 24<br>21% 134 BARNET 18 25 26 27 24 24<br>21% 134 BARNET 18 25 26 27 24 24<br>21% 134 BARNET 18 25 26 27 24 24<br>21% 134 BARNET 18 174 1454 24<br>21% 134 BARNET 18 175 25<br>21% 134 BARNET 19 14 25<br>25% 14 14 25% 14 14 14 14 14 14 14 14 14 14 14 14 14  | Alw, Alk, Dorrifed, 2.70       2410       340       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.       344.       374.   | 1340         1340 <td< td=""><td>24       2177 MGDDS       1.70       4.8       9.17       204       207       204       207       204       207</td><td></td><td></td><td></td></td<>  | 24       2177 MGDDS       1.70       4.8       9.17       204       207       204       207       204       207   |  |  |  |
|          | 27%         161         Summer         1         25         3         1         170         164         170  | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$  | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 407 239 McLan J2 44 69 74 710 714<br>824 48 McLau J2 44 69 74 710 714<br>824 48 McLau J2 44 69 71 276 176 48<br>176 176 710 704<br>176 176 710 704<br>176 176 710 714<br>176 176 176 710 714<br>176 176 710 714<br>176 176 176 716 716<br>176 176 716 716<br>176 176 716 716<br>176 176 176 716<br>176 176 176 716 716<br>176 176 176 716 716<br>176 176 176 716 716<br>176 176 176 176 176 176 176 176 176 176  | 244         1244         PORTAPET         52         4.510         28         144         PORTAPET         52         4.510         28         145         140         204   | 1710         +         2         4/4         1014         5/07         214         210         7         5/27         214         220         5/16           4106         +         146         50         170         207         214         207         5/16         220         5/16         207         214         207         5/16         207         214         207         5/16         207         214         207         5/16         217         7         7/14         207         5/16         217         217         214         207         5/16         217         217         214         207         5/16         217         217         214         207         5/16         217         217         214         207         5/16   | New Look   |
|          | JUP         Zitk         Bowy Fib         III         JUP         J  | Spin         A200         Dill         pir231         17.         2200         A214         A37           2104         1400         Dill         pir231         16.         7         1700         17         1704         14           2104         1400         DE         pir2321         14.         7         1701         171.         1704         14           1640         DE         pir2321         14.         1700         170.         1704.         1           1640         DE         pir2321         14.         170         170.         1704.         1           1640         DE         pir2321         14.         170. <td><math display="block"> \begin{array}{cccccccccccccccccccccccccccccccccccc</math></td> <td>13%         43% Act.out         51         5         47%         47%           17%&lt;</td> <td>32         20%         POPL         P1420         14.         820         43.         51           424         51%         POPL         P1420         14.         820%         43.         51           444         44.         P0PL         P1420         14.         820%         43.         51           454         54.         P0PL         P1420         14.         820%         43.         51           454         54.         P0PL         P1420         14.         230%         43.         53           354         P6mv17         230%         P1420         7.4         6.3.         27.4         7.4.</td> <td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td> <td><sup>∉</sup>Stress in</td>   | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$   | 13%         43% Act.out         51         5         47%         47%           17%<   | 32         20%         POPL         P1420         14.         820         43.         51           424         51%         POPL         P1420         14.         820%         43.         51           444         44.         P0PL         P1420         14.         820%         43.         51           454         54.         P0PL         P1420         14.         820%         43.         51           454         54.         P0PL         P1420         14.         230%         43.         53           354         P6mv17         230%         P1420         7.4         6.3.         27.4         7.4.   | $\begin{array}{cccccccccccccccccccccccccccccccccccc$   | <sup>∉</sup> Stress in   |
|          | 41:3         3/10         44:13         1/10         44:14         1/10         44:14         1/10         44:14         1/10         44:14         1/10         44:14         1/10  | 14 846 Diction 444 435 4 621 165% 165% 165% 165% 4<br>81% 1846 Diction 444 435 4 621 165% 165% 165% 4<br>44 1446 Diction 1440 31 11 234 65% 45% 45% 45% 4<br>5% 25% Diction 1220 241 24 5% 27% 27% 27% 4<br>5% 25% Diction 1220 241 24 5% 27% 27% 27% 4<br>13% 45% Diction 1220 44 7 9% 27% 27% 27% 4<br>13% 45% Diction 1220 44 7 9% 27% 27% 27% 4<br>13% 45% Diction 1220 44 7 9% 27% 27% 27% 4<br>13% 45% Dillow 17,7% 45 2 41 11% 11% 11%<br>25% 15% Dillion 1220 44 10 44 12% 5% 26% 26%  | 34% 21% Hercarp 30 712 384 40 27 37% + %<br>4% 31% NamCo 22 314 214 374 - %<br>8% 7% Hercarb 132 44 71% 214 314 - %<br>34% 18 Hercarb 132 44 7170 28% 32% 22% + %<br>41 22 Hercarb 132 44 7170 28% 32% 32% 4<br>16 5% Hercarb 132 44 71 106 22% 34% 37% + %<br>16 5% Hercarb 132 44 71% 46% 34% 35% 44<br>16 5% Hercarb 132 44 71% 14 4%  | 34% 17% Areas P 3.72 A12 2044 20% 16% 25 +1%<br>4 17% Areas P 2.1% A4 155 21 20% 21 + %<br>17 17% Areas P 2.0% A4 155 21 20% 21 + %<br>16% 30% Area P 2.13 A 155 21 20% 21 + %<br>16% 30% Area P 2.13 A 155 21 20% 21% 17% 17% 18% 18% 17% A<br>16% 37% Area P 2.0 12 4% 7 A 4% 4% 4% 4% 4% 4% 4% 4% 4% 4% 4% 4% 4%   | 174         144 <td>16         160         184         SimpPre         24         2.9         6 216         1346         13         394-8           35% + 36         1160         746         746         240         747         10         946         947         <t< td=""><td>123 Jan 194</td></t<></td>  | 16         160         184         SimpPre         24         2.9         6 216         1346         13         394-8           35% + 36         1160         746         746         240         747         10         946         947 <t< td=""><td>123 Jan 194</td></t<>   | 123 Jan 194  |
|          | 2429         2524         2534         2544         254         244         34         345         345         345         345         345         345         345         345         345         345         345         345<  | 4:50         2/6 <td>2014 244 Herotiff [122] 43 7 444 745 144 147 4<br/>50% 35% Herotiff 212 214 41127 446 246 50% 4<br/>51% 35% Herotiff 30 41 2016 248 20% 50% 4<br/>51% 51% Herotiff 30 41 2016 248 12% 50% 4<br/>15% 4% Hilvert 12 1911 222 At 11% 11% 11% 1<br/>15% 4% Hilvert 12 1911 222 At 11% 11% 1<br/>51% 51% Hilvert 12 1911 222 At 14% 51% 51% 4<br/>51% 22% Hiller 144 31 4 31 4 7 47% 46% 44% 51<br/>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br/>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br/>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br/>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br/>51% 51% Heller 144 31 4 51 4 20% 55% 55% 4<br/>51% 51% Heller 144 51 4 51 52% 55% 4<br/>51% 51% Heller 144 51 4 51 52% 55% 55% 55% 55% 55% 55% 55% 55% 55%</td> <td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td> <td>3740         7440         7410         <td< td=""><td>16         110         170</td><td></td></td<></td>  | 2014 244 Herotiff [122] 43 7 444 745 144 147 4<br>50% 35% Herotiff 212 214 41127 446 246 50% 4<br>51% 35% Herotiff 30 41 2016 248 20% 50% 4<br>51% 51% Herotiff 30 41 2016 248 12% 50% 4<br>15% 4% Hilvert 12 1911 222 At 11% 11% 11% 1<br>15% 4% Hilvert 12 1911 222 At 11% 11% 1<br>51% 51% Hilvert 12 1911 222 At 14% 51% 51% 4<br>51% 22% Hiller 144 31 4 31 4 7 47% 46% 44% 51<br>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br>51% 22% Hiller 144 31 4 31 4 7 47% 52% 52% 4<br>51% 51% Heller 144 31 4 51 4 20% 55% 55% 4<br>51% 51% Heller 144 51 4 51 52% 55% 4<br>51% 51% Heller 144 51 4 51 52% 55% 55% 55% 55% 55% 55% 55% 55% 55%   | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 3740         7440         7410 <td< td=""><td>16         110         170</td><td></td></td<>  | 16         110         170   |  |
|          | 57 1 14 BIGCAD 74 47 10 1 27 1014 104 104 104 17 17 14 BIGCAD 74 47 10 1 27 1014 104 104 104 104 104 104 104 104 10  | June         June <thjune< th="">         June         June         <thj< td=""><td><math display="block"> \begin{array}{cccccccccccccccccccccccccccccccccccc</math></td><td>111 113 ANGCT 0123 117 117 117 118 118 118 118 118 118 118</td><td>410         310         Provide         121         121         7         82         125         127         128<td>134         134         507-EG         1.22         1.3         513         1.27         1.3         613         1.27         1.3         613         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1</td><td></td></td></thj<></thjune<>   | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$   | 111 113 ANGCT 0123 117 117 117 118 118 118 118 118 118 118  | 410         310         Provide         121         121         7         82         125         127         128 <td>134         134         507-EG         1.22         1.3         513         1.27         1.3         613         1.27         1.3         613         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1</td> <td></td>  | 134         134         507-EG         1.22         1.3         513         1.27         1.3         613         1.27         1.3         613         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1.3         1.4         1  |  |
|          | 244 147 Biolisal 114 45 6 17 19 71 2079 21 + 76<br>276 14' Billsal 114 45 6 17 157 187 184 189 + 76<br>276 14' Billsal 114 45 6 17 157 187 184 189 + 76<br>276 14' Billsal 114 45 6 189 20 20 20 + 77<br>274 Billsal 114 45 6 189 20 20 20 + 77<br>274 Billsal 114 45 6 189 20 20 20 + 77<br>274 Billsal 114 45 6 189 20 20 20 + 77<br>275 20 20 20 20 20 20 20 20 20 20 20 20 20  | $\begin{array}{cccccccccccccccccccccccccccccccccccc$   | Bits Type Hermitian Labor 18. 2 Site Site Site Site<br>18. 2 Site Site Site Site Site Site Site Site  | $\begin{array}{cccccccccccccccccccccccccccccccccccc$  | 417 Provinsi 124 21 6 1170 50% 47%<br>17% 5% Philind 24 22 10 158 14% 16%<br>17% 5% Philind 21 21 12 16 14% 16%<br>17% 10% Philiper 238 45 41771 40% 18%<br>17% 10% Philiper 238 45 41774 40% 18%<br>17% 10% Philiper 238 45 4174 40% 18%<br>17% 10% 18% 18% 18% 18% 18% 18% 18% 18% 18% 18  | Bit         Image         Bit         Bit </td <td></td>   |  |
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PARIS, OCTOBER, 1981



### **Executive Market Eases** - But Searching Doesn't

#### By Roger Collis

، بنده، در برسیان<del>ی رو کار و ب</del>ا

WHILE many recruiters report a decline in the total executive job market, they say it has become harder to find and attract the right people to the jnbs that are available. This is because the recession has made executives more cautious about considering a career

At the same time, companies are becoming more selective in whom they hire. They may demand, for example, a proven track record in their specific field. Everybody is anxious to avoid making expensive mistakes. Companies

avoid making expensive mistakes. Companies are taking the opportunity of cost-cutting pro-grams to weed out mediocre executives. Top-flight talent is being assiduously courted. According to Jean-Pierre Houdiniere, a partner of Paris-based consultants Houdiniere & Morgan, the current recession is mainly af-fecting middle-management, those earning \$ 20,000-\$40,000. Nigel Kermode, senior part-ner of Berndtson international in Geneva, said, "In general, there are less executive job opportunities but openings in top manage-ment are as numerous as ever. There is a switch from glamorous consumer goods, like switch from glamorous consumer goods, like food and cosmetics where growth is not so fast these days, to high-technology industries and the service sector."

Mr. Kermode said that one function in great demand is the financial controller particularly in rescne situations. Roy Shirley, Brussels-based managing partner of recruit-ment consultants TASA SA, said, "The finan-cial man is really top at the moment. With high interest rates, companies want to know what to do with their cash. Good money managers and people with treasury experience are in very short supply."

#### **Rescue Managers**

Philippe Colombu, joint managing partner of Berndtson in Paris, said he is getting a lot of assignments for "rescue managers, particularly in ailing industries such as machine tools and tartiles. textiles.

Olivier Romieu, president of Spencer Stuart Associates in Paris, points out that the res-cue manager is a rare individual: "Someone who has the courage and the ability to put all or part of a company into liquidation and start from scratch; this means taking tisks with his own career."

Mr. Shirley believes that the "cutter" is

### executive of PA International Ltd., agrees. "Broadly, we need two kinds of an individual The super technologist, someone who can de-sign the equipment that designs computers, and the generalist, who knows how to manage the specialists and motivate them."

#### **Demand for Maturity**

These management paragons are unlikely to be whiz kids. "The ideal age is now 48 to 55 instead of 35 to 45," said Mr. Romieu. "Trn seeing a demand for maturity." Mr. Shirley said. "The older man is getting more valued and companies are much more open-ended on the top age limit. We recently placed a guy of 56." Said Mr. Kermode: "People are much more onen minded about age. Theorem before more open minded about age. They're looking

more open minded about age. They're looking less for stereotypes." Searches are taking longer to consummate. "I was asked by the minister of industry to find a top guy," Mr. Colombu said. "It took me six months. It's very hard to attract people to high risk situations. Prestige is often more important than money." According to Mr. Romieu. "Older executives, with seven or eight years to go, can better afford to take risks than men in their thirties and forties. It can be an interesting end-of-career challenge." interesting end-of-career challenge."

John Fulford, a London-based director of recruitment consultants, Grosvenor-Stewart Ltd., said that a large number of job offers are being turned down. "Candidates are often available, but it's hard to get a man to elinch a available, but it's hard to get a man to elinch a job. Today everything has to be right, whereas a few years ago if 75 percent was right a man might take a risk." Jacques Doyon, managing director, Continental Enrope, of MSL Man-agement Consultants Ltd., said, "We have a high percentage of last-minute refusals. The reasons might be housing, education, pension funds and just general portability. Framewing

feasons inght of housing, chicanon, pension funds and just general portability. Executive mobility is an absolute myth." Gerard Cliny-Melin, president of Spencer Stuart & Associates in Paris, believes that there is more job mobility in the smaller, high-er-performing companies than in larger organ-(Continued on Page 10S)

Notebook for a

### 'New Boy'

By David Clutterbuck

VEN if you join at the very top. the first day in a new company is just like being the new student in a

If you have done your homework strange school well, you will have accumulated a good deal about the background of the company and its financial health. You will have tried to arrive early for the job interviews so you can get deliberately lost in the back corridors to observe what really lies behind the marbled porticoes. And you will have spoken to the receptionist, the doorman and any middle-level secretaries you can find because, if there is any dirt going around, they will usually know about it long before most of the

In spite of all these preparations, senior managers. you may still be walking into a mine field. Many an executive has come to grief early in his new job because he failed to recognize that the welcom ing mat spread out for him concealed a pit dug by people with a vested in (Continued on Page 85)

### The Recruiting Business: A Guide to Basic Services

THERE are four basic types of recruitment service. Some consultants offer more than nne. They often tend to overlap and the distinctions become hlurred. • Executive Search (headhanting): the most visible and (arguably) the most glamorous end of the recruitment business. Rising executives monitor their status by the frequency with which the headhanter calls. Headhanting works best when there are relatively few prospects — fur chief executives in highly specialized functions like tea buyers, for exam-ple. Headhanters work through a network of personal contacts and extensive files, which include business school alumni lists. The idea is to weed out people who might not nvertly be lonking for a move.

include business school alumni lists. The futer is to wrote our performance of the provided of

No one should forget that headhunters work for their elients, not for the executive. So the negative sides may be glossed over. That said, it is in the headhunter's interest to ensure a "good fit." Most headhunters will undertake to replace a candidate free nf eharge if he quits for one reason or another within a year.

quits for one reason or another within a year. Headhunters charge 30 percent to 40 percent of the first year's gross salary plus out-of-pocket expenses — one reason why headhunting is said to be one of the most profitable hranches of management consulting. Most headhunters have high ethical and professional standards, but the low overheads of the business encourage a few fly-by-night operators. Jacques Doyon, managing director for Continental Europe of MSL Management Con-sultants, said, "I could tell you some horror stories of guys finding that their ass had been peddled all over the place. Trouble is there's no regulation in this business. And the percentage fee system encourages searchers to put un the most expensive candidates. But peddled all over the place. Trouble is there's no regulation in this business. And the percentage fee system encourages searchers to put up the most expensive candidates. But we're professionals, oot bookmakers." Mr. Doyoo argues for a fixed fee depending on the difficulty of the assignment. "If you want a \$50,000 ouclear engineer, I might have to charge you the equivalent of a 60-percent fee," he said. "But for a run-of-the-mill accountant, I might only charge the equivalent of 10 percent."
Management Selection (or advertised recruitment): this includes a range of services. The most comprehensive is when the consultant explores the brief in considerable depth with the client, writes the copy for the advertisement, places the advertisement (usually under the consultant's name), screens the replies, interviews candidates and presents a short list to the elient. The client oormally pays 20 percent of the first year's salary plus the cost of the advertisement. A given assignment is exclusive to the consultant. Some consultants work on a cootingency basis. A client will give a brief to more than one consultant. The consultant will place an advertisement at his own expense (usually a block ad for several jobs) and, if he finds a candidate who is hired, he will claim a fee of about 15 percent from the client.

percent from the client.

Employment Registers: this is the most passive method of recruiting. Some consultants act as little more than clearinghouses for resumes. Some will interview candidates, others will not. Some will advertise: "Salesmen wanted. Write to us and we'll put you oo our register." Clients may call up and say: "Do you have a medical representative or an accountant you can send around?" In some countries, Sweden for example, registers of executives are forbidden by law.
 Recruitment Advertismer this is a perfict to all magnitude and have a medical representative or an accountant you can be have.

executives are forbidden by law.
 Recruitment Advertising: this is a service to all recruitment consultants, some of which have their own advertising departments. Mostly it is done by specialized advertising agencies who earn their money by media commissions. They write the copy and place the ads. A few may screen replies but most pass them on unopened to clients.
 Not surprisingly, the recession has hit recruitment advertising. The number of jobs available has fallen and media costs (especially in Britain) have tended to make search more economical for jobs paying more than \$30,000. According to Roderick Braithwaite, chairman of the London-based Recruitment Society and managing director of Charles

d Recruitment Society and managing director of Charles Barker Recruitment Advertising Services Ltd., the real volume of advertising, allowing for inflation, is still falling.

different kind of person from the "builder." "A good example is Memorex," he said. "They took Robert Wilson in as chief executive and be cut the thing to ribbons. But he didn't rebuild for the future. Guys like that end up on top but they haven't got the nature or the skills to do what a growth market demands."

The generalist scenis to be as much in demand as the specialist. "There is a definite move toward the generalist, someone with solid technical experience plus general manage-ment. It's critically important today for him to be a good people manager as well, "Mr. Houdinicre said. John Foden, London-based chief

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. . HONG KONG - For an executive on his first overseas tour of duty, life in Asia can be a considerable jolt. With the exception of the Philippines, where there is a relatively strong American cultural overlay, Asia, for most businessmen, is an unfathomable territo-

In most places, techniques and approaches learned in business school are not adequate training. At best, they serve as a basis for doing business, and in some countries, Japan being the most striking example, they could be discarded.

Most expatriates who have been in Asia for some time, and who have traveled around it,

A New Look at the Effects **Of Stress in Corporate Life** 

#### By Cary L. Cooper

L IFE in complex industrial organizations can be a great source of stress for managers. Studs Terkel echoes this in his book "Working": "Work is ... about violence to the spirit as well as the body. It is about ulcers as well as accidents, about shonting matches as well as fistfights, about nervous breakdowns as well as kicking the dog around. It is, above all (or beneath all)... about daily bumiliations."

Increasingly, managers are suffering extreme physiological symptoms from stress at work such as disabling ulcers, heart attacks, various forms of emcer and so on, which force them to retire from active organizational life before they have had an opportunity to realize their potential. These and other stress-related effects (irritability, excessive drinking, sleep-ing pills) also feed into the family, becoming great sources of disturbance and thus pervad-ing the whole quality of life.

Ing puls) also reed into the rainity, becoming great sources of disturbance and thus pervan-ing the whole quality of life. The mental and physical effects of job stress are not only disruptive influences on the individual manager, but also o real cost to the organization. Studies carried out in the United States estimate stress costs due to loss of production, treatment, prevention and damage done by anti-social behavior of work at between \$6 billion and \$20 billion o year, or 1 percent to 3 percent of gross national product. At a less dramatic level, it has been found that stress costs substantially more than industrial injury and 10 times more than strikes

This author, for example, is carrying out a 10-year study into executive health, with a sample of nearly 500 senior managers from a variety of multinational companies. The early results reveal interesting aspects of executive life and work. For example, while senior executives have been cutting down on their smoking over the years (with our study revealing that only 16 percent are regular smokers), large numbers of them are dramatically increasing their consumption of alcohol. We found that nearly o quarter of our sample had at least two drinks every day, with an additional 15 percent consuming between three and six drinks daily; only I percent were abstainers. The vast majority of executives admitted that more and more business was being conducted over drinks and that many of their colleagues were becoming alcoholics without knowing it.

#### Tranquilizers

In addition to drink, we found that 30 percent of those sampled were taking tranquiliz-ers, with 18 percent admitting that this was due to stress at work. In a similar vein, 24 percent of the executives indicated that they were regulary taking sleeping pills, particularly during business trips or when they had worked long hours.

When the executives admitted to being under stress in their lives, the reason most commonly given was related directly to work, reported by more than 57 percent of the sample. Forty-five percent indicated that the problems they had at home or in the family were due in a great measure to the demands of the husband's job. When asked what were the major sources of stress in the work place, 34 percent suggested that it stemmed from their relationship with their boss, 33 percent from frustrated ambition over future career and 30 percent from the amount of time spent away from the family on business. In this regard, most executives worked between 46 and 60 hours a week, with most of their time spent in meetings (both scheduled and unscheduled), traveling and talking on the tele-

One danger of the current economic situation is the effect that work pressures (such as fear of job loss, blocked ambition, work overload) have on the families of managers. At the very best of times, young managers face the inevitable conflict between organizational and family demands during the buildup of their careers. But during economic crises of the sort the Western world is currently experiencing, the problems increase in geometrical propor-tions as executives strive to cope with some of their basic economic and security needs.

#### 'Company Man'

Under normal circumstances, most executives find home a refuge from the competitive and demanding environment of work, a place where they can get support and comfort. Bin when there is a career crisis (or stress from job insecurity, as many executives in the West are facing), the tensions the managers bring with them into the family affect the wife and nument in a way that may not meet their "sanctuary" expectations. It may be home en very difficult for the wife to provide the kind of supportive domestic scene her husband (Continued on Page 8S)

By Peter Cordingley divide the region into three zones for business. To the north there is Japan - a land where you need to know as much about social etiquette as anything else to be a business success. Then there is Hong Kong and Singapore, where, according to popular legend, deals are elinched so swiftly a foreigner could miss out if be closes his eyes to light a

> And last, Southeast Asia, where patience and a none-too-zealous attitude to business ethics are perhaps the most useful virtues. The general consensus is that beginners should not be sent to Japan. As one senior executive as an American multinational put it, "There is oo way you can prepare someone for the frustrations that go with a business dinner in Japan Three hours of social banter, usually with lois of liquor, and then, at the end, a polite on from your Japanese hosts about the business deal. I've seen experienced executives crack noder the strain. It's no place for young swashbucklers."

The Asian Experience: It Can Be a Jolt

activ different

#### Nationality Differences

It would appear that certain nationalities fare better - or, more exactly, less badly - than others. Northern Europeans, who tend to have a longer "patience fuse", handle the frus-trations considerably better than Latins. North Americans fall somewhere in between, while Australians, with their usually-disarming bluntness, have been described as bulls in a Japanese tea-house.

The prohlem of nationalities goes even further. Some multinationals are said to have adopted an unofficial policy of not mixing for-eign nationals in the same office. Experience has shown that fiving in a "hostile" cultural environment like Japan's, merely emphasizes the differences between foreigners.

The pressures on expatriate executives in Ja-

Comparison Of Top-Level Recompense

THE ACCOMPANYING figures are extracted from a 1981 report oo top management remuneration by Management Centre Europe. U.S. dollar ex-change rates are those of Jan. 7. 1981. The sample consists of 860 companies in Europe and 2,291 in the United States.

Annual Total means annual total gross remuneration. It is the sum of the annual base salary plus bonus. It does not include other taxable benefits such as automobiles, housing and education.

Net means take-home pay after deductioo of social security charges, state and local income taxes (calculations assume a married couple with two dependent children) plus family allowances.

Net/COL means the total oet remuneration adjusted to cost-of-bving using New York — 100 — as the base. This gives an estimate of relative purchasing power in each of the countries surveyed. It does not take into account the many differences in national spending habits. These differences are essen tial when comparing the cost of

(Continued on Page 9S)

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from two basic sources - language and social. Learning Japanese is a time-con-suming business and only a handful of businessmen have mastered it. As a result, most expatriates spend their day surrounded by a totally incomprehensible noise. Physically, it can be extremely wearisome while psychologically, it can produce a sensation of alienation.

This is made more acute by the simple fact that it is virtually impossible for a foreigner to penetrate the local social world and be accepted. One American executive, with 10 years' experience in Japan commented, "If there is one person who has managed this, I would like to meet him. In all my time here, I have never come across an expatriate who can honestly claim to have crossed the barrier."

The attitude of most Japanese toward foreigners is not easy to analyze. One Britisb ex-ecutive called it o "cocktail of indifference and subtle hostility." The effect on businessmen is

(Continued on Page 10S)

He sees a slight upturn in marketing management jobs, however, which may mean an upturn in the market as a whole. "The 1980s is not going to consist of what 1 would call mass recruitment," be said. "We're in a climate of fear, with fewer people leaving jobs and much less job mobility. Recruitment ads today have to be much more specifie in order to attract the right people."

Michael Lytton, who runs London-based Saatchi & Saatchi Recruitment, forecasts an upturn in the later part of 1982. "In recruitment," he said, "recessions tend to run in fouryear cycles." He added that the trend in a recession was for companies to do confidentialstyle advertising through consultants. "If a company is laying people off," he said, "it can't afford to let its employees know that it is advertising.

But Roy Shirley. Brussels-based managing partner of recruitment consultants TASA SA, said: "In the middle management area, there are so many people on the market that companies are getting a good response by putting their own ads in. So wby use a recruitment agency?

ment agency?" However, David Miln, deputy managing director of the London-based advertising agen-cy Saatchi & Saatchi-Garland Comptoo Ltd., stresses that creativity in recruiment adver-tising has never been so crucial. "We are the only agency to sell a purely creative approach. The important thing is to thrash out with the client the job proposition and then go through the same creative disciplines as we would for any other product advertisement," he said.

-ROGER COLLIS

### Concentrating on the Ends, Not the Means

CLIENTS are abused by headhunters," said Jacques Doyon, managing director for Continental Europe of MSL International Consultants Ltd. "They often pay through the nose far search when it may not be the most propriate way to recruit an executive."

Mr. Doyon believes that there is a lot of snobbery attached to headhunting and that recruitment has been divided artificially into search and selectinn. "The elient should concentrate on the ends, ont the means," be said.

"Each recruitmeot assignment requires a different approach," said John Fulford, direc-tor of Grosvenor Stewart Ltd, "This might be

98.1

69.7

50.0

60.0

45.0

32.3

France

55,5

41.9

30.1

61.6

46.2

33.2

57.1

43.4

22.4 31.2 22.6

**Chief Executive** 

Annual Total 97.2

Net/COL 31.6

Annual Total 52.0

Net/COL 18.7

Annual Total

Net/COL

45.7

Director of Marketing

27.0

**Director of Manufacturing** 

na

ΠI

na

27.9

Austria Belg.

Net/COL 19.3 23.6

Director of Personnel

24.7

**Director of Finance** 

Annual Total 54.6

Annual Total 45.8

Net/COL 17.1

Net

Austria Belg.

98.8

45.5

31.6

68.8

35.8

24.8

68.1

35,4

24.6

64.2

34.0

57.7

32.3

How Much Do Executives Earn?

(Figures in thousands of U.S. dollars)

83.2

39.1

26.8

58.1

30.2

20.7

56.8

30.1

20.6

55.8

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Austria Bolg. France W.Germ. Italy N'lands Port. Spain

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France W.Germ. Italy N\*lands

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Austria Belg. France W.Germ. Italy N°lands

advertising, search, register nr a combination of all three." According to Jnhn Foden, chief executive of

PA International Management Consultants Ltd., there is a shift toward search, particularly in Britain, because advertising has become so expensive. "And the response to an ad is going to be huge, with all the unemployment," he said.

#### Salary Threshold

Mr. Foden believes that search becomes beneficial in Britain for a salary of \$30,000 and above. A 20-percent commission for selec-

63.5 108.6

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Switz\_

65.9

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Port. Spain Switz,

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Spain

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44.7

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USA

145.5

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87.3

USA

76\_5

50.5

50.5

USA

71.1

47.6

47.6

USA

78.9

51.3

51.3

USA

53.0

37.1

37.1

tion plus the cost of advertising equals a 30-percent search fee. Mr. Doyon puts the salary threshold at 85,000 Deutsche marks in West Germany and 150,000 francs in France.

But salary is not the nuly criterion for search vs. selection by advertising. A major factor is the number of people in the target group and how hard it is in attract them.

group and now naru it is in attract them. Mr. Fodeo said, "If you ask me to find a biotechnologist for \$25,000, 1 might suggest using search because 1 know there are not many of these people and they are not likely to answer an ad. On the other hand, if you want a production manager fnr consumer products at \$60,000, 1'd suggest advertising recruitment because there are so many of these guys. Right now we're looking for a meat trader for a Middle East client. He'll probably come in at \$60,000. We're doing an international search because we want a top guy that we'll have to attract to the job."

According to Mr. Doyon, jobs like person-nel and finance are better-filled through re-

'It's easy for me to identify the top five personnel people in Europe. But what about the others?...'

cruitment advertising. "I have an assignment for a top personnel guy for a major multina-tional. Salary around \$100,000. He could come from any industry. It's easy for me to identify the top five personnel people in Europe. But what about the others? So we advertise.

As an example of search plus advertising, Mr. Foden cited the case of a European president for a tool company. "It's going to cost an awful lot of money to do a search in the six countries we feel be might be a national of," be said. "So we are going to search two coun-tries and cover the rest by advertising." He added: "In the States, search is the way of filling iche. Buy I find that has increase an

of filling jobs. But I find that Americans are iocreasingly more receptive to using other methods here in Europe." Mr. Doyon said, "We used to get some Tex-

an calling: 'I'm going to be in the U.K. on Tuesday and I want in see 10 candidates.' But now he's likely to say: 'We need to recruit somebody, how should we go about it?"

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#### -ROGER COLLIS

INTERNATIONAL HERALD TRIBUNE, OCTOBER, 1981

### top level jobs abroad \$ 50 - \$ 200.000 +

Page 8S

EXECUTIVE SEARCH KNOWS NO FRONTIERS... For many top-level jobs today, it is no longer important what nationality you are. So the Executive Search consultants who have to find the right man would welcome suitable candidates from abroad.

But how can they make contact with such candidates?

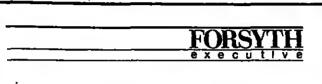
The International Executive Search Newsletter provides an answer. It has supscribers in 68 countries. It lists exclusively high-level job opportunities: the information is provided, at no cost to them, by reputable search firms in many countries. A condition of publication is that these opportunities should not appear anywhere else. Subscri-bers and consultants alike thus have access to the world market for iobs and color. iobs and talent

Subscribers can read the Newsletter at home in full security. If an opportunity interests them, they write to us, and we pass on the inquiry to the consultant. He then contacts suitable candidates.

The Newsletter is thus a simple, inexpensive way of keeping in touch with possible opportunities all over the world, in complete con-fidence - which makes sense even if your present job is reasonably calisfactory. Only subscribers can have access to these opportunities. And for the consultant, it is an invaluable method of finding high-level candidates outside his normal sources of information, fully con-sistent with professional standards.

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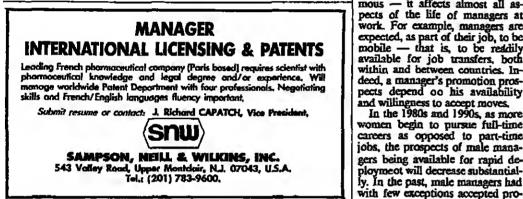




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### A New Look at Stress in the Corporate Life

(Continued from Page 7S) requires at a time when she is bewill create major obstacles for tinning to feel insecure, when she worried about the family's eco-This is already happening through-out Europe and the United States, nomic, educational and social fuand it is exacerbated by the fact that corporations have not adapt-

'Company Man' The wife of a top European ex-

fure.

ccutive said, "My husband is very fond of his company, he's a com-pany man, so when the company companies to help either of the ca-reer members of the family. At was in a bit of trouble and be thought he might lose his job, he suffered greatly. At first he showed it in agitation with me and the chil-dren, but finally in a beart attack.

Io a way, the heart attack was quite a relief. It forced my hus-band to put his job and life into perspective, and he has been able to cope with both much better. This fear of losing a job, though, can really damage your self-confi-dence and family life. I speak from experience

Not only is it difficult for a housebound wife to support her managerial busband and at the same time cope with family demands, but women increasingly are seeking full-time careers as well. According to the U.S. De-partment of Labor, the "typical American family" with a working busband, a homemaker wife and two children oow makes up only 7 percent of the nation's families. In 1975, 45 percent of married women were working, as were 37 per-cent of women with children under years old; in 1960, the comparable figures were 31 percent and 19 percent, respectively. It is claimed by many industrial psychologists that dual career family development is the primary culprit in the very large increase in the divorce rate during the last 10 years in the United States and Western En-

The problems that this creates for the male manager are enor-mous - it affects almost all aspects of the life of managers at work. For example, managers are expected, as part of their job, to be mobile — that is, to be readily available for job transfers, both within and between countries. Indeed, a manager's promotion pros-pects depend oo his availability and willingness to accept moves. In the 1980s and 1990s, as more women begin to pursue full-time careers as opposed to part-time jobs, the prospects of male managers being available for ramid deployment will decrease substantially. In the past, male managers had

motional moves almost without en intellectually accept their wives' family discussion. Future decisions careers but few of them psychologboth wage earners in the family. their wives to cope with both the

A senior female executive said, "Of course it bothers me [that her

Few facilities are available in

present, many senior to top managers have few difficulties in this re-gard, primarily because their wives represent the "old school," those who remain at home. The junior and middle managers are the most vulnerable in this regard. Not only are more women work-

ing but there is an enormous growth in women entering manag-ment. The U.K. University Statistical Record, for example, shows that from the early to late 1970s there was a 33-percent increase in women graduates entering industrial employment. The oumber of women employed in finance and accounting rose from 14 percent to 23 percent; in personnel management from 51 percent to 62 percent; in buying-marketing-selling from 28 percent to 36 percent; and in legal work from 25 percent to 32

**Few Facilities** 

The women who are becoming managers and administrators are facing not only the same sources of stress as their male counterparts, but a variety of other sources. In a recent study by the U.S. National Heart, Lung and Blood Institute of 350 honsewives, 387 working wom-en and 580 men, it was found that working mothers had the same coronary heart disease rates as men for the first time this century (although the rates for single working women were still lower than for men). They also found that working women as a whole "experied more daily stress, marital dissatisfaction and aging worries and were less likely to show overt anger than either housewives or

#### **Greater Difficulties**

The difficulties facing the executive woman are much greater than those of her male counterpart. She not only has to cope with the daily pressures of the work place but also the demands from the home (both from her husband and children), as well as ber guilt feelings about not playing her traditional child-rearing and wife roles. Many of the husbands of executive wom-

ically accept this, and they expect world of work and the borne.

hushand does not beip at home]. It's oot a matter of accepting it, but when someone has been brought up like that, it is very dif-

ficult for them to change. I have made sure that my sons have not been brought up in that manner." Then there are the problems that female managers face of limited mobility, blocked promotion, sexual harassment at work, overtaking their bushands, getting along with threatened male colleagues and so on. These problems have not been adequately explored by companies and are leading to job dissatisfactioo and stress-related illness

among working women. At present, society appears to demand that the female manager be a superwoman to succeed and survive. There is a clear oced for a change in attitude and organizational policy. In the words of a new female management trainee: "The change I would like to see is that organizations and people re-act to people as people, not as male people and female people." Today's executives are oot only

adversely affected by zero-growth economics and the change in the role of women in Western society. but also by the change in attitudes of managers themselves to the importance of family life as it affects corporate goals. To illustrate the change in the values of executives toward the interface between work and the family, we oeed look no further than a large-scale study carried out by International Management

It surveyed more than 3,000 middle to senior managers in 10 West European countries on their life values. First they were asked: What gives you the most satisfactioo: home life, outside interest or career?" Forty-nine percent of the executives rated home life as the main source of satisfaction, while 32 percent and 14 percent valued career and outside interest, respec-

tively. Next the European executives were asked: "Does your anxiety about your job frequently spill over into your home life?" More than 35 percent indicated that their family life was adversely affected by anxiety about the joh, with a range extending from 25 percent in the Netherlands to 47 percent in France. This is probably

an underestimate because many executives are insensitive to how their work life affects them at home.

The most interesting results came from questions about such things as relocation and conflicts created by priorities between home and work

The executives were asked: Would you give up attending an important function at home if it conflicted with an important job-related function?" Although a ma-jority would still attend to the important work event, there was a substantial movement toward valuing family commitments from the attitude five years ago. Where-as 83 percent of British executives questioned would have attended the work function over a family event five years ago, only 63 per-cent would do so now; in Den-mark, 73 percent would have five years ago and only 60 percent now; in Switzerland, 71 percent would have five years ago and only 60 percent now.

Finally, when asked, "To further your career, would you uproot your family now to move to a new location for a higher paying and more responsible job?" the majori-ty of European executives responded that they would not, with executives in some countries strongly opposed (Denmark, 67 percent, Sweden, 59 percent, for example). Nearly 70 percent of the whole European sample would have accepted the promotional move five years ago, whereas today only 47 percent would be prepared 10 do so.

A Frenchman questioned in the survey summed up the changing values of European executives by saying, "Between home life and work, the gap is too large. The problem is not one of hours spent at home or at work. The problem is that my spouse and children are not sufficiently involved in my interesting joh — I say interesting for them as well as for me."

In terms of dual career families, which the survey indicates are on an upward trend, a German executive said, "Since my wife has a career of her own, any decisions of an important namre affecting our careers are subject to discussioo and a joint refusal or acceptance."

Cary L. Cooper is professor or or-ganizational psychology at the Uni-versity of Manchester in England. His latest book, "Executive Families Under Stress," will be published States for work in the Middle East. by Spectrum Books, Prentice-Hall, in November. It is highly probable that under the Reagan administration the disad-

### **Mideast Connection Helps Many Britons**

By Tim Owen

A SPARSITY of population, a lack of technical skills and a distaste for manual labor among the indigenous populations of Saudi Arabia and the Gulf States in. particular, combined with an urgent need for development before the oil runs out, has led to the recruitment of skilled, semi-skilled and unskilled expatriate labor on a major scale in the Middle East in the last 15 years.

To some extent this requirement has been met by the recruitment of Arabs from countries with surplus populations. This is the case in Sandi Arabia, where more than 1 million Yemenis are employed, mostly as unskilled labor, whose remittances to their families form the basis of the economy in the Yemen Arab Republic, and in the Gulf States, where many Palestinians, Egyptians and Jordanians are employed in the infrastructure of

administration and as teachers. Skilled laborers in the form of top management and highly skilled technicians have bad to be recruited almost entirely in the West A

vast pool of semi-skilled and unskilled labor is cooveniently available in the Indian subcontinent and Southeast Asia. The only disadvantage, and possibly a serious one in the long run, is that large scale immigration, both legal and illegal, over the last 15 years has resulted in the indigenous popula-tions' becoming minorities in their

own countries. The need for recruitment of

skilled personnel in the West has worked to the advantage of Britain for two main reasons. Because of the close association of Britain with the countries of the Gulf region over the last 150 years, most of the educated classes oot only speak English as their second language but many of them, of the younger generation, have had much of their education and training in Britain and the United States. The higher standard of living in the United States and the equent demand for high salaries plus the current disadvantageous personal tax system, as it affects Americans working abroad, tends to discourage recruitment of skilled personnel in the United

vantageous taxation system will be alleviated. In Britain, during the last 10 years or so, many executive selection and recruitment companies have been established to meet the demands of the Middle Eastern market. Some firms, such as Astral Recruitment Associates, Overseas Recruitment Services and Management Selectioo Ltd., operate on a large scale to meet worldwide demand. They oot only do executive recruitment on an individual basis, but will also do multiple recruitment for large-scale projects.

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They mostly confine themselves to the recruitment of Europeans, but there are a few who will recruit non-Europeans as well for turnkey projects. This is largely because of intense competition from Asian operators, often resident in the Middle Eastern countries with the biggest markets, who maintain close contact with potential employers and specialize in the re-cruitment of Asian labor. There are many smaller firms in Britain that specialize in the executive re-

cruitment field. Benefiting from past mistakes, methods of recruitment and selection have vastly improved and be-come more sophisticated in this highly competitive market in re-cent years. Government legislation has also been introduced as a safeguard against abuses.

The processing of an applicant from the time of answering an advertisement to arrival at the location of employment is now highly specialized within the larger re-cruitment organizations, some of which deal entirely in recruitment, while others deal in recruitment as a branch of their total operations. The screening, sciection and interviewing is a vitally important part of the processing and is conducted hy skilled consultants. This will include psychological testing and, in the case of loog-term contracts, interviews with families.

A briefing on the offer of en-ployment will be followed by a final interview with the client or his representative before the offer is made. This will be followed by an orientatioo program usually last-ing a week. Many of the larger firms conduct their own briefing seminars using slide, video and film material combined with leetures on religious, social and cul-tural conditions of the local people and advice on living conditions in Middle Eastern countries. For those who are recruited by smaller firms, which do not have briefing facilities, there are organizations such as the Centre for In-

125.1 J. J. J. St. 1 . . . 1822 Sec. 1. 1. 1. ternational Briefing at Paraham Castle in Surrey, which runs resi-

### Notebook for a New Boy: Walking Through a Mine Field

(Continued from Page 7S)

stabbed. But he can defend himself how excellent it is to have someone never take responsibility for any-

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gnuneration?





ality is that they're best illustrated

with short-term problems. But, though it's a valid criticism, it as-sumes it's all we're doing. It isn't." In Europe, business schools are younger than in the United States

and have often been set up with the direct help of industry. They

tend to take the criticism more to

Heinz Thanheiser, dean of INSEAD, for example, admits that

companies are concerned about

the high expectations and aggres-siveness of MBAs, although be claims to detect a healthy cynicism

in industry about the value of the degree. Mr. Thanbeiser also admits

to a certain embarrassment over

the high starting salaries of INSEAD MBA graduates. But, he

said, what can he do other than re-quest the student oot to hurt the

school's reputation too much by

Having got their MBAs, most

According to Patrick Rich, exco-

companies face the problem of

turn out generalists and problem-

beart

his demands?

what to do with them.

gage rates. The biring-bonus rise reflects its spread to senior and middle management levels. Remuneration at the Top

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#### (Continued from Page 7S)

living for foreign service employees. In order to simplify the data above the service employees. In order to simplify the data shown here, only median compensation figures have been used. This means that as many people received a salary higher than the median as received one below it. There are consequently wide swings in country comparisons. For example, a German chief ex-ecutive in the high range would have a salary of \$261,400 (median: \$93,300) compared with a U.S. counterpart in the low range carn-ing \$60,900 (median: \$145,500). Conversely, a U.S. chief executive in the high range would earn \$311,700 compared with his German in the high range would earn \$311,700 compared with his German

counterpart in the low range earning only \$52,600. Apart from the wide swings from the median figures shown to the lower and higher compensation levels, recent currency move-ments (the growing strength of the dollar), differences in inflation rates and changes in personal taxation should be taken into ac-count when comparing individual salary levels with those in the tables.

John Foden, chief executive of PA International Management Consultants Ltd., points out that above \$100,000 a year there are huge differences in salary between similarly qualified people doing similar jobs. "At this level," he said, "salaries depend on the style and culture of the company."

Paul. Massey, a principal of Towers, Perrin, Forster & Crosby Inc., the New York-based personnel and management consultants, is skeptical about net remumeration comparisons, "It's hard to compare the value of social security, for example, on a country by country basis," he said. "Do you consider it as a tax, and what is its residual value? You pay much more social security in France than in the U.K. But in France you get a 70-percent pension, whereas in the U.K. you only get a 15-percent pension. The problem is how do you account for the real end-value of pensions both state and private?" -ROGER COLLIS

### **Multinationals Are Finding** That It Pays to Hire Locals

had worked for their company By James Lawrith THE EMPLOYMENT of local management teams by multi-management teams to be in their present position as presi-dent, a quarter of them said that they had held their positions be-they had held their positions be-THE EMPLOYMENT of local

ny presentations on campus, re-cruitment interviewing and more exotic delights such as cocktail parties thrown by companies for the students. Industry has oot been slow to

take the bait. Last year, for example, executives from 364 top world companies held more than 3,000 recruitment interviews with 215 students - about 97 percent of the 1980 MBA class - at INSEAD, the European Institute of Business Administration outside Paris. In the United States, campus authori-ties have taken actioo to

discourage high-pressure or aggressive recruitment. Predictable Result

#### The result has been predictable. The MBA business has blossomed. In the United States, according to one estimate, there could be 70,000 new MBA graduates this year. During the last 15 years in the United States, the number of gra-

duating MBAs has gone up 10 times and the number of schools offering the degree has tripled. INSEAD turns down about half

utive vice president of Alcan Alu-minium in Montreal, the schools the young people willing to spend about 35,000 French francs to join solvers whereas industry usually needs to fill specific functions. The its 10-month course. At Harvard business school in the United States, the 750 MBA students in result is a large and frustrating --for both sides -- turnover of the two-year course 'are drawn from 8,000 hopefuls, according to MBAs. Assistant Dean Timothy Armour.

The usual solution is to place MBAs in some kind of analytical There are some elements of doubt beginning to creep into this apparently cozy relationship. Some people in industry are beginning to wonder whether the MBA "prodstaff position where they may either languish or excel. Occasionally, companies provide the kind of "fast track" career development that Mr. Thanheiser considers esuct" the schools present them with is really what they want - or need. "Some MBAs from the best sential

Case Method

The classic MBA course certains students for stall tions. In particular, the so-called

case method - pioneered by Har-

vard and now adopted and adapt-

That is a complaint to which the schools are sensitive. Another is the charge, made among others by Eric Newbigging, professor of management at the Polytechnic of Central London, that teachers of management are frequently many years removed from any experience of their subject.

being paid to do the same type of analysis they themselves paid to do

**Removed From Experience** 

at business schools

The lack of conjuct of teachers with the real world is a frequent grumble among U.S. MBA stu-dents. Usually, it is blamed on the tenure system, where a permanent teaching post depends more on the publication of original research ihan on practical experience. Academics like Mr. Thanheiser

and Mr. Kotter openly question the value and relevance of a good deal of management research.

The problem is less severe in Europe, where business school aca-demics earn a lucrative second salary through consulting, presumably bringing the benefits of their experiences back to the lecture hall. Indeed, to protect his timeta-ble, INSEAD's Mr. Thanheiser has put a limit on the amount of consulting his faculty can undertake.

The schools, both in the United States and Europe, also make strenuous efforts to initiate and maintain links with the husiness world.

This can be difficult and time-consuming. Mr. Rich of Alcan ad-mits that industry in general is often slow to make its views known to the husiness schools. The blame

they say to the students. "Busine in society? Never mind that. Take

another accounting course." The result is that the busin

schools provide courses on busi-oess ethics, and the students refuse to take them.

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the trend when they select executives for their foreign-based subsidiaries.

By James Lawther

Apart from the prohibitive costs of sending their own executives abroad (it could cost a company two or three times the basic compensation of an executive to send tion to a foreign post), multina-tionals are finding other advantag-es for employing local manage-ment. Profitability is the name of the game and companies are finding that market penetration and the rewards offered can be simplified by recruiting local managers with a greater knowledge of the home market and work force.

lo turn, the executive profits from the experience of working for a foreign company and this also increases his possibilities for advancement at an international level.

This confidence in home-based management of subsidiaries is reflected in the preliminary findings of a survey completed in October of this year by Lamalie Associates, Inc., an executive recruitment firm in the United States.

In a survey taken from the presi-100 of the largest foreign-based companies — it was found that the leaders are predominantly American. The results show that 63 per-cent are American, 33 percent European, 2 percent are from other North American countries and 2 percent from the Far East.

Other interesting statistics re-vealed that within the group there is a good working relationship be-tween the executives and their overseas employers with some fair-ly long-standing associations. For-ty-two percent of the group stated that they had been associated with their company for more than 15 years and 28 percent said that they

BULLETIN

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tween six and 10 years, with 12 percent revealing that they had held the position for more than 11

Loyalties are well rewarded, and the survey indicates that the majority are paid more than \$125,000 a year and receive bonuses, company cars, housing allowances and stocks.

Foreign employers are not only willing to recruit American managers but to leave the decision-mak-ing firmly in their hands. Of the

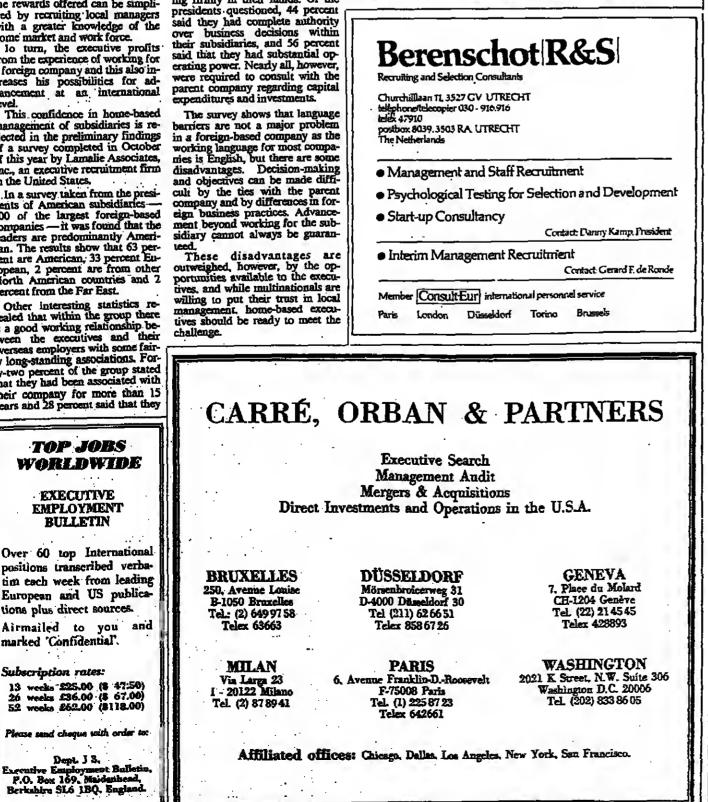
group in Lausanne, Switzerland. A personnel director with a similar group, based in Geneva, characterizes MBAs as demanding large starting salaries and having a

"crowu prince syndrome." MBA Arrogance Accusations of MBA arrogance are widespread in business. They

are usually coupled with comments that the MBAs' training makes them too concerned with the short-term and too reliant on

ed by schools the world over provides valuable practice in assessing an overall situation. But this method of preparing and discussing solutions to business problems has its proponents and opponents. Prof. John Kotter of Harvard,

for example, argues that discussion of problems gives students experi-ence, albeit in the classroom, of the





Page 10S

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**Re-Entry Syndrome May Follow Management Program** DETER VON MURALT was a half and I'm so frustrated that I brimming with enthusiasm when he got back from a 19-week I've decided to quit."

Mr. Von Muralt's tale is echoed course at IMEDE management school in Lansanne to his job as by David Pascall, a chemical engioccr, who was sent by British Pe-No. 2 in the corporate banking de-partment of the Schweizerische troleum on a 10-month program at INSEAD, outside Paris. He re-Volksbank in Zurich. But he becalled: "I was really frustrated for about 18 months. They didn't even came bitter and frustrated when he found that there was no way to use know what to do with me for four months. Then they gave me a non-"I came up against a wall of ap-athy," he said. "Even my boss, who had sent me on the course, job thinking about refineries in the year 2000. It's only now I'm doing something interesting. BP likes to pride itself on its management dedidn't ask me one single question about how I'd got on. He might have said: 'Now, what can you do for us?' But no. We have enormous velopment. But I don't think they realize what INSEAD entails. I had no guidance before I went: And when I got back the only deproblems here, particularly in the briefing I had was the personnel guy asking me what the meals were like." personnel area, and I could have made a contribution if I'd been al-

These are just two examples of the disenchantment that some executives experience when they re-turn to their companies from outside management training programs. They illustrate the need for companies to agree in advance with executives on the purpose of such programs, what they are ex-pected to achieve while they are away and what they are going to do when they get back.

#### **Re-Entry Problem**

Robert S. Collins, professor of busicess admicistration at IMEDE, said: "A highly motivated type absolutely wants to show his stuff. If he's not allowed to do so, then you have a re-entry prob-

Hans Werner, associate dean of INSEAD, said, "It's very bad when companies send executives here for the wrong reasons, such as to reward them or compensate them for something. The correct attitude should be: This is what we want you to learn, and this is what we want to see back in the office?

Berth Jonsson, vice president of corporate development at Volvo AB in Goeteborg, stresses the importance of choosing a relevant course, "A course should be part of a structured development pro-gram for that executive," be said. For example, there may be a need to broaden his international skills or to learn a specific function such as marketing or finance."

An important reason for sending mid-career executives back to school is to prepare them for the transition from functional to gen-eral management responsibilities. But the course should be timed

to the same job.

#### Retmen Jobs

Alden Lank, professor of organizational development at CEI man-agement school in Geneva, said, You avoid the re-entry problem if the course is between two jobs. But expose a production engineer to corporate planning and he's going to be pretty frustrated if he can't get involved with this and other eneral management issues when

handle complex problems such as coordinating a new product devel-opment program or directing a project team. "Re-entry problems occur." he said, "when companies expect executives to deal with problems in the same way as before. But we would be failing in our job if we didn't broaden people's perspectives and encourage them to take a oew look at their agement style.

Not surprisingly, executives who have already reached general management level have fewer re-entry problems than their less senior colagues. Volvo's Mr. Jonsson said: "People in their early to mid-30s come back with more ideas than they can use at once, whereas those in their late 40s and early 50s are more familiar with the limitations of the company environment and tend to be more selective in what they learn and how they apply it, A course for them is more of a refreshment than a basic learning experience

tics and operational research at London Business School, finds that most re-entry problems occur among executives in their mid-30s who attend the school's 10-week management development pro-gram. "This is why we try to discourage sponsorship by compa-nies for our longer MBA course," be said.

According to many educators, companies often underestimate the cultural impact of a management course upon a manager in mid-ca-reer. IMEDE's Mr. Collins said, "Some companies just don't realize that they are investing in a whole attitude change on the part of the individual, and that the office is typically less supportive of change

things when he gets back."

**INTERNATIONAL HERALD TRIBUNE, OCTOBER, 1981** 

#### Mr. Rameau believes that even an eight-week course is long enough for an executive to question not only his present job and his role in the company but his ca-reer and his personal values. "The guy is fundamentally different when he returns," he said. "This is why he's not always conscious that he's making waves."

According to Colin Sheppard, a partner of the London-based organizational consultants Sheppard, Moscow & Associates, a management course can be a dislocating emotional experience. "I'm not convinced that many companies understand that their guy is going to run into a sort of university of the world where he'll be exposed to totally different value systems," he said. He recalled an occasion at a seminar a few years ago where an executive from Manila was recounting to a Dane how at one point in his career he had arranged the deaths of rivals for his job in the company. "That's a pretty far-out case," Mr. Sheppard said. "Bot it's an example of the kind of cul-ture shock that you can expect." Gordon Gillett, a Swiss-based

executive at Nestle, describes the feeling of isolation and even alienation that can befall a returning executive: "When I came back from IMEDE to my oew assignment in the States, I was met with reticence verging on hostility. Peo-ple felt I was going to threaten them in some way." Mr. Gillett feels that his problem would have been avoided if management had made sure that everyone concerned was told exactly who he was and what he was expected to do. "It all comes down to communications," he said. "And the smaller the unit the greater the need for this," He added that the individual must be flexible and that the more predetermined his ideas, the more likely he is to fail in his new environment.

Both IMEDE and CEI run transition workshops at the end of their management development programs to help executives form. their own re-entry strategies.

Mr. Collins said, "The idea is to get people to analyze how they have changed and what effect this will have on their associates back in the office. For example, what will be the reaction toward a mar-

just before a move or promotion. than the classroom. This in itself keting guy who comes back asking can be frustrating for an executive a lot of knowledgeable questions strict role that no executive returns who is all fired up for changing about cost accounting? Will the production manager and the controller think he's being construc-tive or just a smart aleck?" Mr. Collins raises these questions in a group setting. Alumni are invited to discuss their own re-entry problems and how they handled them. At CEI, groups of 10 to 15 executives are asked to focus in turn on the personal and managerial prob-lems they are likely to find back in their companies.

There is a consensus among educators and managers that re-entry problems are minimized when there is a "critical mass" of executives in the company who have attended the same or similar courses. We find there is a correlation between the boss having the same experience and an effective dia-logue with the executive," Mr. Jonsson said. Jacques Paternot, general mana-

ger of Nestec SA, a management consulting unit within the Nestle group, said that re-entry was more of a problem for the boss than for the executive. "When we first started sending people to IMEDE, we lost a lot of good people because they no longer talked the same lange as their boss," he said. "But now that we have a critical mass of executives at all levels in the company with the IMEDE experience, I don't think we are losing anyone because of re-entry problems."

CEI encourages companies to send several executives on the same program to help develop a kindred spirit among the key deci-sion-makers. "A shared vocabulary is important," Mr. Lank said.

A novel approach to creating a critical mass of executives with the same experience is that of the Enropean Center for Permanent Education (CEDEP), which shares the INSEAD campus at Fontaine-bleau. CEDEP is financed and administered by a "club" of 21 participating companies. Groups of executives from each are sent on three parallel programs, each con-sisting of eight two-week segments spread over two years.

spread over two years. Salvatore Teresi, director-gener-al of CEDEP, said, "The idea is to mix executives of different ages, functions and responsibilities from each company. This way we break down hierarchical barriers and enable people to know each other as human beings."

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-ROGER COLLIS

### **Becoming Choosier**

#### (Continued from Page 7S)

izations. "Take the case of Italy," he said, "Out of the top 500 companies, the first 100 are all in bad shape. But the other 400 are mostly healthy. That's one reason why our Milan office is doing so

If companies are getting choosier, so are executives. They are asking many more questions about the financial health of the organization, for example. While the quality of life has become at least as important as money, companies need to be more flexible in their remuneration packages.

in ineir remuneration packages. Paul Massey, a principal of the U.S.-based consultants Towers, Perrin, Forster & Crosby Inc. — said, "One of the major factors inhibiting job movement is the portability of pensions. It's very hard to evaluate the real end value of a pension, particularly when moving abroad to a new company." He said that companies are paying more attentioo to incentive bonns schemes for managers as an important part of their total remuneration.

Mr. Kermode said that returning expatriates may have problems of re-integrating, "particularly in the United Kingdom and Germany, where foreign experience seems to count for less." Mr, Fulford notes, however, that "Some of the very best executives are Germans who have had overseas experience."

"At least half of our business right now is filling international jobs," Mr. Shirley said.

Roger Collis is a marketing consultant and a journalist specializing in management. He formerly was an associate editor of Internation Management, published by McGraw Hill Publications Co.

### Executive's Asian Sojourn May Be Something of a Jolt

#### (Continued from Page 7S)

that, after a few months of trying to establish something more than ust professional contact, they pull back into their own ranks and socialize among themselves.

For wives, the pressures are even greater. Apartments are usually small, particularly by American standards, and servant facilities are limited. The urge is to get out and do something. Many start off by learning ikebana, or some other traditional Japanese art, but quick-

ly they run out of things to do. Husbands' business hours may be long, often with a reception after work, and many wives suffer from acute loneliness

Selwyn Andrews, the head of a Hong Kong executive search company doing business throughout Asia, said many companies do not give enough consideration, when lecting executives for overseas posts, to the question of whether or not the wife is going to be able to settle. He said, "The pressures oo the wife, particularly in a country like Japan, can be considerable. Many simply cannot handle the problems, especially if they also find they have to be supportive to their husband with his own set of anyieties '

> Hong Kong, despite the pressure of living in a territory where 6 mil-lion people are crowded into a small space, is easier on business-men and their families than Japan. In pure business terms, things are very straightforward. The local Chinese, like those in Singapore, do not use six words when three will do. "Expatriates soon learn

that they are expected to do things the local way. None of the game that is played in Japan. In Hong Kong, businessmen like things cut and dried pretty quickly," Mr. Andrews said.

In that sort of atmosphere, it's

Kong is to live with the system hut not to try to live within it. Expatriates, even if they learn the language, will never be really ac-

while this would not seem to be true about foreigners in general, observation of the business world would suggest that there is very little genuine socializing between lo-cal and foreign executives. Hong Kong's business is making money, and very quickly expatriates learn that everything else is less import-

In general, Hong Kong caters to foreign tastes, and culture shock can be blunted by the cinema, the atre, concerts or just club-going, The American community is par-ticularly well organized --- to the point that some critics say they have artificially isolated them-selves from the "real world."

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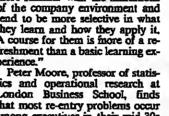
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In the Philippines, it is a different story altogether. Of all the peoples of Asia, the Filipinos are the most welcoming, and most foreign executives talk of the country with real affection. That is as long as they can come to terms with the fact that it is virtually impossible to telephone across the road and that there are frequent electricity

The culture is a mixture of local. Spanish and American and nearly everyone, apart from the remote areas, speaks good English. As a business center, the Philippines are very much an also-ran compared with Japan, Hong Kong or Singa-pore, but there is still a need for expatriate skills, and no shortage

of applicants. The rest of Southeast Asia is equally undeveloped in a business sense, but with few of the compensations that make the Philippines. so acceptable. Executive search companies report difficulty finding

PROFESSIONAL PERSONAL SECRETARY

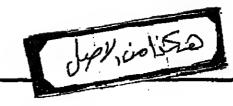


### he gets back." Claude Ramcau, deputy direc-tor-general of INSEAD, suggests that the real issue is whether the returning executive is allowed to



### INTERNATIONAL Herald Tribune

with The New York Times and The Washington



strategy. Senate Majority Leader Howard Baker, Republican of Tennessee, says they

are nearing agreement on budget cuts and

growth forecasts are beginning to sink in.

New, preliminary estimates by adminis-

[Budget Director David A. Stockman said

come from tax revenues.] "The budget impact of a lower forecast

### **BUSINESS/FINANCE**

Page 11 Wednesday, October 28, 1981

#### **BUSINESS NEWS BRIEFS** Venezuela Set Reagan Advisers at Odds on How to Retreat on Economy AT&T Seeks Remaining Shares of Pacific Tel

New York Tunes Service

NEW YORK — American Telephone & Telegraph will acquire the minority-held shares of Pacific Telephone & Telegraph, its financially troubled California subsidiary, in a stock swap valued at nearly \$400 million, the parent company said Monday. Under the agreement, AT&T will exchange 0.35 share for each Pacific

Tel share. In addition AT&T would pay \$60 a share for the 22 percent of the preferred shares with voting power that it does not own. The move would allow AT&T, which owns 91 percent of Pacific Tel, to transfer some of its assets to a new unregulated subsidiary without having to worry about compensating independent shareholders.

The Federal Communications Commission has authorized the reorg-anization of AT&T and the Senate has passed a bill that would permit the phone company to divide into a regulated division for phone services and an unregulated division for new competitive services

#### AEG, Peugeot to Cooperate on Power Tools

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FRANKFURT - AEG-Telefunken said Tuesday that it has agreed with Aciers et Outillage Peugeot to cooperate in the power tools sector. The companies initially will exchange of certain do-it-yourself and professional tools, an AEG spokesman said.

AEG is also considering making its power tools division a separate company with participation of an outside shareholder, he added, but no limetable has been set. He would not comment on reports that AEG is seeking to cooperate with ASEA of Sweden in lighting products.

#### FTC Said to Oppose LTV Bid for Grumman Washington Post Service

WASHINGTON - The Federal Trade Commission voted Monday to seek a temporary injunction to block LTV Corp.'s \$450 million takeover bid for Grumman Corp. on antitrust grounds, sources said. They said the FTC will file papers only if a federal appeals court Wednesday lifts another temporary injunction against the merger won by Grumman earlier on antitrust grounds.

LTV, a conglomerate involved in activities from aerospace to steel and food products, said Tuesday in Dallas that it takes "strong exception" to the reported suit by the FTC and that it will continue its efforts to

acquire Grumman, a major producer of military aircraft. LTV is offering \$45 a share for about 70 percent of Grumman's out-standing stock. The bid, announced Sept. 24, was extended until Nov. 3. Winterthur's Bid for Provident Unconditional

#### Renders

LONDON — Winterthur's 340 pence a share agreed offer for Provi-dent Life Association of London is now unconditional, with acceptances totalling 73.4 percent of the ordinary shares, the Swiss insurance compa-ny said Tuesday. Winterthur held a 25.5-percent stake prior to the bid, which remains open until further notice.

#### U.S. Savings Banks Report Large Outflow

NEW YORK - U.S. savings banks had a net deposit loss of \$1.5 billion in September, their worst September deposit loss on record, the National Association of Mutual Savings Banks said Monday. However, the banks recorded big inflows in early October due to the

tax-exempt "all savers" certificates introduced Oct. ), it said, adding that a further deposit outflow occurred later in the month.

The September outflow brought net deposit losses since January to \$11.01 billion, compared with \$3.83 billion a year ago. Assets of the iodustry stood at \$175.1 billion on Sept. 30, deposits at \$154.1 billion.

#### British Company to Buy General Tire Unit

Revers HOUSTON — Matthew Hall group of London said Tuesday that it will acquire Barnard & Rusk and an affiliated company from General Tire & Rubber for an undisclosed amount of cash. The company said the transaction is subject to approval by its shareholders and government.

### For \$2 Cut in

### **Price of Oil** New York Times Service

NEW YORK - Venezuela is prepared to lower its official oil price \$2 10 \$34 a barrel, according to government officials. This position hinges on Saudi

Arabia increasing its prices by \$2 to allow price unification at OPEC's meeting Thursday. Industry analysts note Venezue-la is already calculating the price of much of its oil on a \$34 base

price, although it bas resisted open acknowledgment of its action. Saudi Arabia uses \$32 a barrel as the base price for its crude, while the other 12 OPEC members have used a \$36 price. At OPEC's August meeting. Venezuela opposed a \$34 a barrel compromise. But Caracas on Mon-

day officially said that it might accept a \$34 price. Venezuela now attaches top

priority to price unification," a government official said. The chances of a basic pricing

reement appear reasonably firm, part because of several highlevel discussions between Venezuela and Saudi Arabia. In addition, oil ministers from the two countries are planning to confer before

Thursday's session. [Indonesian Oil Minister Subro-to, OPEC's president, told Reuters Tuesday in Jakarta that all OPEC **Prices Rise** members were more or less in

agreement on reunifing their oil prices and he hinted that a lengthy Strongly on price freeze was possible. [He said the Geneva meeting

will be short, possibly less than two days, and a senior OPEC source said the new price would al-most certainly be a base of \$34 a barrel with possibly a \$3 differen-tial for under a day Wall Street NEW YORK - Prices on the New York Stock Exebange were

tial for quality grades.] sharply higher late Tuesday as Wall Street rallied with the aid of Some industry analysts and company officials, bowever, re-main skeptical that Saudi Arabia

will go to Geneva. They noted that (y active The Dow Jones industrial aver-age, which fell 7.03 points Monday to near its low for the year, gained 7.42 points to close at \$38.38. It its attitude may be swayed by the Senate vote Wednesday on the sale of AWACS radar reconnaissance planes to Saudi Arabia. had fallen more than 40 points in "If the vote goes in their favor, the Saudis will probably continne the previous two weeks, setting the to support a moderate policy on

stage for bargain hunting among blue-chip stocks, analysts said. oil prices," an official of an international oil company said, adding, "If it goes against them, there will definitely be an impact, although Advances led declines, 990-500, s the NYSE Jornover expanded to 53 million shares from the 38.21 million traded Monday. perhaps not right away

Analysis said they were encour-aged by the increased volume be-Sheikh Ahmed Zaki Yamani bas said a Senate velo would probably not alter the Saudis' oil policies. cause that usually portends an uptrend in the market. Brokers said also some traders might have been replacing borrowed shares they

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#### By Kenneth H. Bacon AP-Dow Jones

WASHINGTON - President Reagan's economic strategists, an uneasy coalition of tax-cutters, tight-money advocates and budget-balancers, are beginning to realize their approaches can't all succeed at once.

Early this year, they unified behind a forecast of rapid economic growth, declin-ing inflation and a balanced budget by 1984 despite a large increase in defense spending. Most private economists contended that the forecast was fraught with internal contradictions. But the administration stood by its projection and managed to win large tax cuts as well as spending reductions. Now the administration, facing a reces-

tration economists project more-modest growth, in the range of 2.9-to-4 percent. Even these reduced figures are optimistic in sion brought on by persistently high interest rates, is preparing to retreat from its bright forecast. The big question is how far to back off. Initial efforts to agree on the fundamen-tal elements of a new forecast for 1982 are comparison to the Fed's internal estimates that its tight monetary policies will bold real GNP growth to 1.4 percent. being complicated by bitter infighting among supporters of rival strategies — offi-cials in the White House, the Treasury and Monday that President Reagan's goal of balancing the federal budget by 1984 is seriously behind schedule, Reuters reported. the Office of Management and Bndget.

[He said the spending deficit could range from \$220 billion to \$320 billion over the next three years. "Without decisive remedial action in the next six months, the truth is "The tension is between those who want to recognize realistic deficits and those who support a crazy forecast" that shows rapid economic growth in the face of the Federal likely to be in the higher rather than the lower end of this range." he said. [Mr. Stockman blamed part of the spend-ing overrun on the failure of Congress to Reserve Board's restrictive monetary policy, a member of the president's Council of Economic Advisers says. He believes a realistic forecast would point to "buge deficits" over the next few years and would dash hopes of balancing the budget by 1984, one of Presi-dent Reagan's fondest goals. approve all budget cuts the president had recommended, but he acknowledged the ad-ministration had been too optimistic in its forecast of interest rates and government in-

Faced with that danger, the White House and Republicans in Congress are already backtracking from their early economic

From Agency Dispatche

bargain hunters. Trading was fair-

sold earlier prior to the market's

### U.S. to Change Way of Figuring Consumer Price Index

#### New York Times Service

WASHINGTON - The government announced Tuesday that it will rewrite the much-criticized housing component of the Consumer Price Index, a move that will eventually affect cost-of-living increases for millions of Americans.

The change, Labor Department officials said, is aimed at eliminaling from the index the distorting impact of mortgage interest rates and overemphasis on housing. These have resulted, they say, in the overstatement of the overall inflation rate in times of high interest, and ultimately higher government spending.

Over time, the officials said, the revision in the housing component should mean smaller increases in the CP1 and, in turn, smaller cost-of-living increases for Social Security recipients and those on federal pensions and for workers whose wages are tied to the CPL That could lead to smaller increases in government spending.

CUIDDENICS DATES

could be very sharp," a White House official notes. Each percentage-point lag in the GNP widens the deficit by about \$8 billion as tax receipts fall and the cost of unemployment benefits rises.

tax increases designed to reduce federal def-icits by \$115 billion during the next three years. Doubts about recent economic-One recent forecast generated by the administration's computers shows low growth and inflation — and a 1982 deficit of about The administration's current estimate of a \$43.1 billion budget deficit for the fiscal year that started Oct. 1, rests on an assump-\$80 billion. Other estimates, based on differ-ent assumptions, show deficits much closer tion now appearing shaky — that the "real" gross national product, adjusted for infla-tion, will rise a robust 5.2 percent between the fourth quarter of this calendar year and the final quarter of 1982. 10 the \$43.1 billion currently projected.

[Alice Rivlin, director of the Congression al Budget Office, said Tuesday that her off-ice anticipates a budget deficit of about \$65 billion in fiscal year 1982, declining gradual-ly to about \$50 billion in fiscal year 1984.] The lower the growth forecast, the higher

the projected deficit and the greater the chance that President Reagan will further have to postpone or modify his conflicting goals: tax cuts, a balanced budget within three years, higher defense spending and support of a tight monetary policy to cool inflation. Thus, some officials see the fight over the 1982 growth forecast as a proxy for future struggles over the administration's economie priorities.

"There's a big fight between the monetarists and the supply-siders," a presidential adviser says. Fought primarily by deputies to White House Economic Adviser Murray Weidenbaum, Treasury Secretary Donald Regan and Mr. Stockman, the battle focuses on the realism of the White House economie forecast and the probable size of the deficit. The monetarists stress the importance of slow, steady growth in the nation's money supply to curb inflation. This group believes the Fed's tight monetary policy leaves little room for real economic growth until infla-

tion slows further. They forecast slowe growth and larger deficits than the adminis tration bas projected. The supply-siders think the tax cuts will produce rapid growth and enough tax reve-nue to hold down the deficit.

The supply-siders charge that talk of large deficits threatens to undermine the stimulative impact of the tax cuts. Gloomy deficit projections create nervousness in the finan cial markets and keep interest rates high they complain. The monetarists and the budget-balancers, in efforts to build pressure for more budget cuis, "are trying to pusb through a forecast that shows a 1982 recession with massive deficits," one supply-sider complains.

The supply-siders fear that a low-growth, low-inflation forecast would increase pressure in Congress and the White House to delay or modify scheduled tax cuts in order to help balance the budget.

The monetarists worry that impatience for faster growth will force the administra-tion to demand an easier, more expansive monetary policy from the Fed.

Some monetarists and budget-balancers believe the administration damaged its credibility and aggravated nervousness in the fi-nancial markets early this year when it issued a forecast that was too optimistic for many private forecasters. They are cam-paigning to prevent the administration from

making the same mistake again. "A growth estimate that's too high will stir suspicion and derision in the financial markets," one member of the Council of Economie Advisers says." We don't want to defend something that isn't really defensi-ble," another White House economist says.

The main change will be to move from the present bousing component, which includes house prices and mortgage interest rates directly, to one that measures the cost of shelter with some sort of

rental equivalent. The change will be made in two steps, fn January 1983 the CP1 for

changed to reflect the new policy, In January 1985 the CPI for wage earners and clerical workers will be revised in the same manner. The administration, according to one official, supported the change but left the decision up to Janet L. Norwood, commissioner of the Bu-reau of Labor Statistics, who has the legal anthority to change the

index. The exact impact of the change is hard to assess. But officials ac-knowledged Monday that the new measure, because it eliminates the distorting effects of interest rates and bousing prices, would over time lead to smaller increases in the index than would otherwise have occurred.

The Bureau of Labor Statistics now publishes an experimental compared with the 11.2 perent increase based on the current index. The saving for the government housing cost component, which is similar to the new bousing cost would bave been more than \$1 bilmeasure announced Tuesday. lion.

The millions of workers whose Based on this experimental index, the cost-of-living increases for Sowage increases are tied to moveents of the CP1 also would have m had smaller increases.



charter company for business jets. JET AVIATION PRIVATE JET SERVICES 8058 Zurich Alrport Tel. 1 - 814 20 02 24 hrs. Telex 59 820 pjet ch INTERNATIONAL BUSINESS OPPORTUNITIES

TOKYO --- While Toyota and Mitsubishi Electric released maker last year reported record gloomy reports Tuesday, Nippon profit of 18.04 billion yea on gloomy reports Tuesday, Nippon and the set Electric brightened the company record sales of 892.81 billion yen. picture with its forecast of record NEC earlier reported a 15.8 per 5 A. 19 sales for the year ending March 31. cent gain in first-half profits as Nippon said it expects sales to jump to 1.04 trillion yen (about \$4.4 billion) from the original pro-cent gain in first-half profits as year carlier, mcluding a 16.4-per-cent increase in exports due to ac-1 1.11 jection of 1.01 million yen because

The Japanese electric equipment NEC earlier reported a 15.8 per-

Nippon Electric's Sales Surge on Exports

record 21 billion yen is unchanged.

tive sales abroad of telecommuni-Jan Dercent

The company also said it plans The market's closing low to spend 85 billion yen on facility year was set Sept. 25 at 8. expansion as well as research and analysis said buyers re-er market Tuesday when sto development this year compared with 65 billion yen last year. aged to avoid falling be level. Toyota, Japan's largest auto-

recent slump.

However, they noted maker, said that while vehicle sales underlying factors affect market are sull primarily for the year ending March 31 will slip only 0.6 percent to 3.23 miland stocks could fall if i lion from last year, exports will drop 8 percent to 1.66 million. In urv's November refinanci to be announced Wedne the first half of the year, exports especially large. Interest r fell 7.1 percent from the 1980 peristayed at near-record | od while domestic sales rose 1.1 cause of heavy governm rowing, they said. A spokesman said the fall in ex-

The Treasury later an ports reflected restraints on car that it will raise \$975 n hipments to the United States and new cash by selling \$9.4 bills at the weekly auction New York credit mark priced quality cars contributed to a said the Treasury's pla trading very quiet as fell back and were little on the day at midsession. The company cannot give a full

The Treasury's plans a the money market quiet said. The dollar was sligh er, quoted at 2.3055 marks at midday.

In company news, Tano Fort Worth, Texas, that it definitive agreement with France to build a micro manufacturing operation facilities in Colmar, France It said the agreement v

in initial production of Model fll microcomputer new corporation, Man El. ctronique, will be for mitial capital of 20 millio francs (S3.5 million) In a report to the Serm

Exchange Commission, Western Industries said boosted its stake in J.P. S 2.080,700 shares, or 14.4 r the common stock. Gulf ern also said it raised its Bank of New York Co. to shares, or 5.23 percent of mon shares.

Teledyne said it has bo stake Occidental Petrol 576,367 shares, or 18.2 pt the \$14.625 cumulative p stock.

WEEKLY NOTIFIC COMPTREND A MANAGEI COMMODITY ACC Equity on

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Equity on October 22. 1 \$245,353.

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of continued active exports. A cation and telephone switching spokesman added, however, that systems, computers and terminals

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| Britain              | -                   |                 | 9 months                                | 1981                | 1980          | nity. Relatively<br>priced quality ca | good sales              | of high<br>sted to |
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| Year                 | 1981                | 1968            | 3rd Quar.                               | 1981                | 1980          | The company                           |                         |                    |
| Profits              |                     | 682.88          | Revenue                                 | 527.3               | 481.7         | year forecast, h                      | ie said, dua            | e to w             |
| Per Shore            | 0.0779              | 0.079           | Profits                                 | 17.54               | 17.40         | clear factors at                      |                         |                    |
|                      |                     |                 | Per Share                               | 0.81                | 0.81          | including curbs                       | OIL CAL CX              | ports 1            |
| 3rd Quar.            | Gallaher<br>1981    | 1980            | 9 months .                              | 1981                | 1980          | the United State                      | and the F               | EC.                |
| Pretax Net           |                     | 16.9            | Revenue                                 | 1,420               | 1,220.        | Toyota Moto                           |                         |                    |
| 7 months             | 1761                | 1980            | Profits                                 | 13.56               | 11.34         | the 12.6-percen                       | n Sauce at              | hand he            |
| Ravenue              |                     | 1,360           | Per Shore                               | 0.63                | 90.0          |                                       |                         |                    |
| Pretox Net           |                     | 66.2            |   | n Simon             |               | taxed profit to n                     |                         |                    |
| C                    |                     |                 | tst Quar.                               | 1981                | 1980          | Mitsubishi E                          | lectric, me             | anwhil             |
| Canada               | · · · · ·           | · . ·           | Revenue                                 | 789.9               | 790.9<br>27.8 | forecast stagnar                      | at profit gr            | owth               |
|                      | goma Steel          | 1000            | Profits                                 | 071                 | 0.57          | the current yea                       | r to March              | h, 198             |
| 3rd Quar.            | 1981                | 1960            |   |                     |               | with total net p                      | rofil uncha             | mged               |
| Revenue<br>Profilis  |                     | 15.9            |   | n Co.<br>1981       | 1988          | 23 billion yen                        | on sales in             | CTEASIT            |
| Per Share            |                     | 1,10            | Srd Qoar.<br>Revenue                    | 3,700.              | 3,000.        | to 1.34 trillion                      | ven compa               | red wi             |
| 7 months             | 1981                | 1980            | Profits                                 | 210.0               | 195.0         | last year's 1.22 t                    | rillion ven             |                    |
| Revenue              | 1,060.              | 839.0           | Per Shore                               | 1,73                | 1.57          |                                       |                         |                    |
| Profits              | 122.4               | 67.6            | 9 months                                | 1981                | 1985          |                                       |                         |                    |
| Per Share            |                     | 5.02            | Revenue                                 | 11,600.             | 9,100.        | Japan .                               |                         |                    |
|                      | n <b>perial Oil</b> |                 | Profits                                 | 628.0<br>5.15       | 693.0<br>5.70 |                                       |                         |                    |
| 3rd Quar.            | 1981                | 1980            | Per Share                               |                     | 2.70          | Ft                                    | litse                   |                    |
| Revenue              |                     | 1,590.<br>262.0 |   | ctron               |               | 1st Half                              | 1987                    | 19                 |
| Profits<br>Per Share |                     | . 1.67          | 3rd Quar.                               | 1981                | 1980          | Revenue                               | 304,639,                | 274,6              |
| 7 months             | 1981                | 1780            | Revenue<br>Profits                      | 787,3               | 819.6<br>39.1 | Profits                               | 9,295.                  | 8,4                |
| Revenue              |                     | 4,430.          | Per Share                               | 0.80                | 1.05          |                                       |                         |                    |
| Prolits              | 416.0               | 562.0           | 9 months                                | 1987                | 1583          |                                       | shl Electric            | 19                 |
| Per Share            | 2.65                | 3.99            | Revenue                                 | 2.510.              | 2,480         | 1st Half<br>Revenue                   | 1981 628,435,           | 587.8              |
| _                    |                     |                 | Profits                                 | 113.9               | 121.4         | Profits                               | 626,435.                | 11/47              |
| France               | Cala dela di        | -inte-          | Per Share                               | 3.64                | 3.25          | Per Share                             | 6.77                    | 1                  |
|                      | e Gale d'Elech      | FICH8<br>1980   |   | Steel               |               |                                       |                         |                    |
| tst Half<br>Profits  | 190.7               | 164.4           | and Quor.                               | 1781                | 1990          | Japan                                 |                         |                    |
|                      | Secilor             |                 | Revenue                                 | 3,500.              | 2,800.        |                                       | Electric Co.            |                    |
| ist Half             | . 30CHUT<br>.1981 - | 1759            | Profits                                 | 536.9               | 77.0          | 1st Half                              | 1983                    | 19                 |
| Nel Loss             |                     | 343             | Per Share<br>7 months                   | 6.00<br>1981 -      | 0.80          | Revenue                               | 474,605.                | 408,6              |
|                      |                     |                 | Revenue                                 | 10,700.             | 9,100         | Profits                               | 8.715                   | 7,5                |
| United Sta           | res                 |                 | Profits                                 | 975.4               | 314.5         | Per Shore,                            | 8,94                    | · 7.               |
| Americ               | an Broadcasti       | ns              | Per Shore                               | 10.97               | 3.61          |                                       | Notor Sales             |                    |
| 3rd Quer,            | 1981                | 1996            |   | <b>.</b>            |               | 1st Half                              | . 1991                  | 19                 |
| Revenue              |                     | 491,2           | West Germa                              |                     |               | Revenue                               | 1,95 T                  | 1,5                |
| Profits              |                     | 29.7            |   | indig               |               | Profits<br>Per Shore                  | .15,120.<br>31,59       | 17,3               |
| Per Shore            |                     | 1.05            | Year                                    | <b>1981</b>         | 1989<br>1770  | Revenue and profits in                |                         |                    |
| 7 months             | 1981                | -1980           | Revenue                                 | 2,770.<br>loss 167. | 2,770.        | T: trillion.                          |                         | •                  |
| Revenue              |                     | 1,610           | Net                                     |                     |               |                                       |                         |                    |
| Profits              |                     | 3.82            |   |                     | -             |                                       |                         |                    |
| Per Shore            |                     |                 |   |                     |               |                                       |                         |                    |
|                      | ican Petrofina      |                 | 9 1 1 1 1                               | 1.111               | 11(0)         | N GUARA                               | 1.111                   |                    |
| 3rd Quer,            | 1981                | 1968            |   |                     |               | A CALL'S                              | 11111                   |                    |
| Revenue              |                     | 467.5           | - · · · · · · · · · · · · · · · · · · · |                     |               |                                       |                         |                    |
| Profits              |                     | 28.4            | We. offer. term d                       | epost score         | unts which    | DOLLAR                                | . 10                    | 0/                 |
| Per Shore            |                     | 1980            | produce maximum                         | interest wi         | hile at the   | • JULLAK (Cur.)                       | 17                      | 7                  |
| 7 montes             |                     | 1,490.          | some time given                         | flexibility         | of choici     |                                       |                         | %                  |
| Revenue              |                     | 85.0            | and absolute sec                        | urity for yo        | ur money      | , PEJELA (Spor.)                      | 17                      | 70                 |
| Profits              |                     | 7,89            | Keep what you !                         | ave camed           | and bea       | · · ·                                 |                         | 00/                |
|                      |                     |                 | Infiction with the                      | iollowing inte      | erest rates   | DOLLAR (U.S.)                         | 18,5                    | U70                |
|                      | Borden              | -               | GUARANTEED.                             |                     |               |                                       | 1.0 -                   | En/                |
| Jrd Quer.            | 1987                | 1960            |   |                     |               | STERLING (E)                          | 15,7                    | 3%                 |
| Revenue              |                     | 1,140.          | NET NET                                 | RETURN              |               |                                       |                         |                    |
| Profits              |                     | 43.6<br>1.40    |   |                     |               | FRANC (French                         | a 17.5                  | U%                 |
| Per Share            |                     |                 |   | eposit e            | dninajeu      |                                       |                         |                    |
| 7 months             | 1981                | 1994            | 2500.                                   |                     |               | MARK (Deuted                          | ы12 <i>.</i> 7          | 5%                 |
| Revenue              | 3.350               | 3,490.          | <ul> <li>Withdrawols in</li> </ul>      |                     |               |                                       |                         |                    |
| Profits<br>Per Share | 4.01                | 3.64            | facted on matur                         |                     |               | FRANC (Swies)                         | 7                       | . %                |
|                      |                     |                 | Interest poid or                        |                     |               |                                       |                         |                    |
|                      | -Equipment          |                 | · Amounts quote                         |                     | on Tyéo       |                                       | TAX                     |                    |
| 3rd Quor.            | 1981 - L            | 1980            | fixed time dep                          | osits.              | • .           | NO                                    |                         |                    |

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futed time deposits. All interest poid is net and without de-

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ductions (taxes, etc.) at source. • All transactions confidential.

Page 12

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**Montreal Stocks** 

Closing Prices, Oct. 26, 1981

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Selected Over-the-Counter

Closing Prices, Oct. 27, 1981

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 28, 1981 NYSE Nationwide Trading Closing Prices Oct. 27 Tables include the nationwide prices up to the closing on Wall Street. X Nationwide Trading Closing Prices Oct. 27 AN Tables include the nationwide prices up to the closing on Wall Close Prev High Low Quot Close Close Prev 12 Month Stock High Low Div, 12 Month Stock. High Low Div. In T 114 CS Grp 244 Catestal 244 Catestal 244 Catestal 244 Catestal 244 Catestal 246 Catesta 254 Catestal 254 Catestal 266 Catesta ed from Page 6) 84 + 34 612- 34 912- 34 1213- 34 213 715- 35 1234 + 36 934 + 36 164 + 36 57 11 41 18 10 14 9 12 10 14 19 12 10 14 19 10 14 19 10 14 19 10 14 19 10 14 19 10 14 19 10 14 1 5 9146 94 1 1914 94 44 1814 12 101/2 4996 8% 9% 12% 2% 7% 12% 12% 814 615 914 1214 7 1214 7 1214 7 1214 1670 1344 140 H 57 201 23 11 g .10 8 Asami 1046 Astres 21/2 AttsCM 31/6 Attas 10/2 Attas 10/2 Attas 77/2 AVEMIC 15/4 Avendi AB AIC ATI AZI 44 7 11 11 1.0 11 34 7077 2077 3954 9554 3054 10 44 10 44 10 44 10 44 10 44 10 44 10 45 10 72 257/3 2874 .120 97 50 1,201 12241242019201259757 1242192019201259757  $\begin{array}{c} 120+\\ 1704\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 48\\ 3704\\ 3704\\ 48\\ 3704\\ 3704\\ 48\\ 3704\\ 370$ 2219-5 3194 + 34 1934 + 4 1934 + 4 1934 - 4 1935 - 4 1934 - 4 1935 - 23 11. 6 7 1844 40 8 5125 27% 14 36 644 2.8 13 15 14% 9.31 155 15 439 104 390 18% + 27 + 14% + 14% + 21% + 21% + 17% + 17% + 17% + 17% + 6% Wochev 5% Wochev 214 18264113934717771771425511802414244951617425 14 6 54 6 74 9 밝혔는 가져져져 가져져 가려가 안 있는 것을 것을 하는 것을 가지 않는 것을 가지 않는 것을 하는 것을 방송하지 않는 것을 다 있다. 이 아이들 것을 하는 것을 수 있다. 것을 하는 것을 수 있는 것을 하는 것을 수 있다. 것을 하는 것을 것을 하는 것을 것을 하는 것을 것을 것을 것 같다. 것을 것을 것을 것을 것을 하는 것을 것을 것 같다. 것을 하는 것을 것을 것 같이 않다. 것을 것을 것 같이 않는 것을 것 같이 없다. 것을 것을 것 같이 않는 것을 것 같이 않다. 것을 것 같이 않는 것을 것 것 같이 않다. 것을 것 같이 않다. 것 같이 않는 것 같이 않는 것 같이 않다. 것 같이 것 같이 않는 것 같이 않다. 것 같이 것 것 같이 않다. 것 것 같이 않는 것 같이 않다. 것 것 같이 것 같이 않는 것 같이 않다. 것 것 같이 것 같이 것 것 같이 않다. 것 것 것 같이 않다. 하는 것 것 것 같이 것 같이 않다. 것 것 것 것 것 것 같이 않다. 것 것 것 같이 것 것 같이 않다. 것 것 것 같이 않다. 것 것 것 것 것 것 같이 않다. 것 것 것 것 같이 않다. 하는 것 것 것 같이 않다. 것 것 것 같이 것 것 같이 않다. 것 것 것 것 것 같이 않다. 것 것 것 같이 않다. 것 것 않는 것 것 같이 않다. 않아니 것 것 것 것 같이 않다. 것 것 것 것 것 것 것 같이 않다. 것 것 것 것 것 것 같이 않다. 것 것 것 것 것 같이 않다. 것 것 것 것 같이 것 같이 않다. 것 것 같이 않다. 것 같이 않아. 것 것 같이 않아. 것 것 것 것 것 같이 않아. 않아. 것 않아. 것 같이 않아. 않아. 것 것 것 같이 않아. 것 것 같이 않아. 것 것 것 같이 않아. 것 것 것 것 것 않아. 것 같아. 것 것 같아. 것 같아. 것 것 것 것 같아. 것 것 것 것 같아. 것 같아. 것 것 것 것 같아. 것 않아. 것 것 것 것 않아. 것 같아. 것 것 것 것 같아. 것 것 것 것 같아. 것 것 것 것 것 것 것 것 것 것 것 것 같아. 것 것 것 것 같아. 것 것 것 것 것 것 것 같아. 것 것 것 것 같아. 것 것 것 것 않아. 것 것 것 것 같아. 것 것 것 것 않아. 것 것 않 것 않아. 것 것 않아. 것 않다. 것 않 않 않 않 않아. 것 않 않 것 않아. 것 않아. 것 않 않 것 않아. 것 않아. 것 않아. 것 않아. 것 **^** 22 13 Ř 74 richir riaty ucsEP wh/Ds rcoLob rierCa 4% d 4% 5% 5% 2% 21% 21% 37% 2% 2% 2% 2% 3% 2% 2% 3% 2% 1% 10% 5% 5% 11% 10% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 11% 10% ມາເ 14 2111 22 444 544 544 344 344 1154 1154 1154 1154 1154 1154 1154 1154 1154 1154 1154 1154 1154 1154 1155 Wolnoc WiMcri Wolarn WkHRs WolBF WolBF WolJ WolJ WolJ 4329538439999 1.44 \_047 \_15 -50 1.72 1.10 1.40 -50 1473 Baker BanFd Banstr Barne Barnel Barnwi BarryR 4.2 8 יכו נו ונ 5740 3245 Tyrashr 214c 34 UQ1 1 13 54c 34 UQ1 1 13 74c 34 UQ1 1 37 34 10 UNR c 37 34 10 UNR c 37 34 10 UNR c 37 440 UNR c 37 4 114 177000 77715576455741041023947314477658 15e 15e 17 22222 1.98 1.20 317212471 1200017727731144449812173514 3-1318 315 114 64 17 3214 + 1 1/2 614 - 1/2 2274 11 14 744 + 16 1076 - 34 1076 + 36 1076 + 36 1076 + 36 1.7 10 3.4 3 1.7 49 .20e .24i .10e wi 20 10 11 10 Chrapf ChraM ChrtM ChrtDv Jalim IrclX IrclX IrclX BicPen BiliKd BinkM 10, 13 1.7 5 .421 3.2 15 1.411 .100 .10 4,946 1 2,80 1 2,80 1 2,80 1 3,90 1 3,90 1 4,50 70 5457 13 70 28 a, Bicke Biouti Boli B 164 1576 1296 1396 1396 1596 Jorna JorkC .48 .20 .15 40 a.12 .30 2012年 4712年 15日 48715年 18日 48715年 18日 48715年 47715 477 424 K 12 lopov ohu omin omA1 omA1 20 蠹 大学の時代 1 5% 1% 4774 UEL PH 8 2214 UONCAL 1 4274 UONCAL 1 4274 UONCAL 1 4274 UONCAL 1 2575 UONFING 1 2575 UONFING 1 2575 UONFING 1 2175 UCBTV 0.12 2175 UCBTV 0.12 3774 UNENTV 0.12 3774 UNENTV 0.12 3774 UNENTV 0.12 374 UNING 2.3 21 UNING 2.3 2 22 174 3036 314 4 2114 1476 2744 12 512 449 64 14 15 74 5 pt 2 s.20 p1440 def1.18 pf2.56 bi 1.80 pf 3.80 c s120 pf 3.80 pf 3.80 s s1.20 pf 3.80 s s1.20 pf 3.80 s s1.20 pf 3.80 s s1.20 s s1.20 s s1.20 s s1.20 s s1.40 s s1.40 s s1.40 s s1.20 s s1.40 .421 .20 8 .76 5 .76 .50 2410 779 6 12 13 54 6 42% + 34 44 + 16 1976 - 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76 8.9 J 4.4 8.5 7.0 7484789101 3335555555910 \*\*\*\*\*\*\*\*\* 77875 778875 488888 48888 190249 Oct. 27, 1981 JUEP DEC MORE JEP DEC MORE PER 217711077 222222 114441115534640  $\begin{array}{c} 5744 + 3\\ 3092 - 3\\ 1094 + 3\\ 1594 - 5\\ 1594 - 5\\ 1495 - 5\\ 1094 + 3\\ 2096 - 5\\ 1094 + 3\\ 2096 - 5\\ 1094 - 5\\$ nt 6.736. off 53. 57 +.00% 2014 674 1494 1894 1594 24.20 24.20 24.05 Vilço Volvm Vonet Vood P Volwth Volw US TREASURY 17.517. on 220. 54-212 54-212 55-411 57-20 57-411 57-20 58-17 58-17 58-27 58-17 58-27 58-17 58-27 58-27 59-27 SAT VF Ca Valera Valevia VanQra Varca Varian 54-01 55-7 57 54-15 57-7 55-5 57-7 57-6 57-78 57-6 57-78 57-6 57-78 57-19 58-10 58-10 58-10 58-10 58-2 1937 1924 1523 4 130 12 374 474 75455555557 101027153477457777 50 13 26 67 191 425114920017382811459187 Dec Mar May Jul Sep Prev da 211 211 71 43 ( 1,440 212 2.65% 3.04% 5.17 3.25% 3.32% 10444 5.1644 12544 3.04 .40 19 (++ 844+ 1634+ 2944 + 1775+ 1744+ 1774-1844 14, 1 17, 27 12, 1714 5,9 7 1380 15, 39 2,8 9 1112 5,0 12 1,9 24 59 15, 4100 CATTLE 40,000 Ibs.) Dec Feb Apr Juri Aus Oct Prev. sole Prev. day: 381/2 Xerax 1236 XTRA 321/4 Zols Cp 22 Zopata 18 Zayre 1876 Zonith R 201/4 Zero 5 1776 Zurnind 37%+ 16 13%+ 16 31%+1 16 31%+1 16 11%+ 16 11%+ 16 26%+ 19 314 21 44 4 21 42 42 42 44 4 21 22 42 44 44 22 42 44 44 39% 13% 23% 27% 12% 27% 1.25c 4 .25 1.50 p17.33 p17.33 p17.75 p17.75 144.460. off 435. 22244 14% 41% 50 4170 64.15 64.40 64.40 les 57,483. ₩ £.42% -...0114 £.61% -....004 6.05% -...004 7.26 -...004 7.25 +.01% 7.29% +.00% 7.29% +.00% 7.32% -...01 249,554, off 23. 6.47 4 6.41 6.67 6.61 7.11 7.85 7.27% 7.22% 7.28 7.20% 7.32 7.25 7.40% 7.25 6.66 6.87 Dividends 7.30% Anay 7.00 Jul 7.27 Aug 7.20 Sep 7.20 Sep 7.21 Nov 7.29 Jon Prev. soles 37.727. Prev day's open int les 15.47 ions in Conodian funds. # \$1,703, po 1,335. Oct. 27 , 1981 **New York Futures** High Low Close Chief **Toronto Stocks** FREDER CATTLE CREASED 415 17/6 + 2744 11 -1044 + 29/6 -1044 20/6 -1044 20/6 -13/6 -13/6 + -.01 45.50 46.50 46.15 44.70 65.50 66.15 65.90 46.45 65.85 46.50 45.80 65.50 64.90 65.80 ++++++++ 62.10 62.10 66.45 66.40 66.80 66.80 64.90 NICOLOGIC 440395SA 12-12 11-4 25 38 12-12 Oct. 27, 1981 2014 - 4 2014 - 4 944 - 4 954 - 4 1536 - 4 434 - 4 1736 + 4 158 Closing Prices, Oct. 26, 1981 Tore SCk Cor Inck Cor Thisdyns Tae Con Thom N Tor Qm SOYBEAN MEAL MA 116 POTA 50,000 Ibil.; ces Nov Feb Mor Apr Prev. soles 459. Prev. soles 459. 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International Monetary

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FRESH BROILERS

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68.90 66.90 68.72 64.90 69.77 67.90 70.37 68.70 69.75 68.50

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8. 138:50 134.75 137.12 131.25 127.75 130.01 127.06 125.75 130.01 125.75 134.50 125.87 125.40 124.00 124.00 125.25 121.00 121.86 125.25 121.00 121.86

IL.0. 10.20 11.17 11.10 10.20 11.17 11.77 11.52 11.76 12.10 11.86 12.09 12.42 12.16 12.41 12.75 12.70 12.72 13.00 12.46 13.01 13.45 13.35 13.45

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| The following list is a confect 261/2 201/   | 1         14759 Marcon         \$25%         25%         25%         40           61/2         40597 Nava         All         38%         8%         40         Control froms in Canadian funds.           40547         40597 Nava         All         38%         8%         All quotes cents unless marked 5           4054         2400 Noves of W         \$18%         18%         All quotes cents unless marked 5           22         7550 NuvWs1         A         50         6%         High         High   | Dec 17300 17300 17300 17306 17208<br>Mor 17000 17000 17000 17409<br>Jun 17000 17000 17000 17000  | Oct 46.00<br>Prev. soles 55.<br>Prev day's oven int 522, aft 4.   | Jul 2005 2006, 1982 200022<br>See 2013 2025 2010 201822<br>Dec 2038 2038 2025 2010 201822<br>Mar 205623   | - Monry Nanoamenti Q 15 12-7 11-28<br>Monry Nanoamenti Q 17 17-20<br>National Gypsunt Q 17 1-4 12-11<br>Noti Ultis & In Q 45 1-2 12-11<br>Noti Afflightes Q 0.0 17-21<br>17-16  | •                                     |
|--|--|--|---|---|---|---------------------------------------|
|  | 22         2555 Interview         217         16%         16%         16%         Mint Low Close Chy           1%         4419 Oct Knowl         517%            | 6 PTEV, SUBS 10, Int 143.<br>6 GERMAN MARK<br>6 SPET MORKY 1 peint deveds \$8,0001<br>6 Dec  | LU 4465 ER<br>739,000 bd, fL; 8 per 1,000 bd, fL<br>Nov 129,30 133,50 129,20 133,10 +3,80<br>Jon 128,70 142,70 138,70 141,35 +3,20<br>Mar 152,59 135,50 152,40 151,00 +3,00   | Mar<br>Est, soles 1,782, Prev. sales 2,355,<br>Prev days ones int 19,261, off 135,<br>ORANGE JUICE<br>15,000 (hs.) conts per lb.  | Northwest Bancarii Q .41 12-1 11-4<br>Poine Webber Inc. Q .11 1-6 12-14<br>Philoderiphia Electric Q .50 13-21 11-14   | · ·                                   |
| Over the counter ball         Counter 10         Counter 10         Counter 10         Provide 10           stocks.         ascillation 20         bibliotic 21         biblibliotic 21         biblibliblibliotic 21 </td <td>15 4650 Phonis Oil 510% 9% 10 + 16 3693 NortBk Cdg 510 974 10 + 1</td> <td>A Mor .4425 .4429 .4115 .4345 +12<br/>4 Mor .4425 .4429 .4116 .4425 +18<br/>Jun .4425 .4429 .4116 .4425 +18<br/>San .4445 .4429 .4116 .4425 +19<br/>San .4446 +19<br/>San .4530</td> <td>733,040 bd. R.; 9 ee' 1,400 bd. R.           Nov         123,03 13,51 129,20 133,70 +3,80           Jon         138,70 142,71 138,72 141,35 +3,20           Mar         155,51 152,40 154,00 +3,00           Mar         155,51 152,40 154,00 +3,00           Mar         155,51 152,40 154,00 +3,00           Mary         157,90 161,90 159,51 162,70 +5,00           Jei         167,50 170,20 164,20 174,28 +5,10           Nov         172,00 174,00 174,28 +5,10           Jon         157,50 187,70 165,00 154,50           Jon         157,50 187,70 185,00 154,50</td> <td>12.50         115.20         115.20         115.20         115.20           Nov         115.20         115.20         115.20         115.20           Jan         117.20         112.20         112.40         115.20           Mar         122.50         122.50         124.50         125.00           Jail         122.50         122.50         126.40         126.70           Jail         122.50         137.25         126.40         126.70         -11           Sep         122.50         122.50         122.50         126.75         127.00         -11           Nov         129.55         122.50         126.75         127.00         -11</td> <td>B         Simpsons Industries         Q         20         12:22         12:4           Southwest Aritises         Q         80         12:12         12:4         -           Situation         Q         15:12:12         12:4         -         -           Situation         Q         15:12:12         12:4         -         -           Situation         Situation         Q         15:12:12         12:4         -           Situation         Situation         Q         15:12:12         12:4         -           Situation         Situation         Q         15:12:12         -         -           Situation         G         12:12         12:12         -         -</td> <td></td> | 15 4650 Phonis Oil 510% 9% 10 + 16 3693 NortBk Cdg 510 974 10 + 1  | A Mor .4425 .4429 .4115 .4345 +12<br>4 Mor .4425 .4429 .4116 .4425 +18<br>Jun .4425 .4429 .4116 .4425 +18<br>San .4445 .4429 .4116 .4425 +19<br>San .4446 +19<br>San .4530   | 733,040 bd. R.; 9 ee' 1,400 bd. R.           Nov         123,03 13,51 129,20 133,70 +3,80           Jon         138,70 142,71 138,72 141,35 +3,20           Mar         155,51 152,40 154,00 +3,00           Mar         155,51 152,40 154,00 +3,00           Mar         155,51 152,40 154,00 +3,00           Mary         157,90 161,90 159,51 162,70 +5,00           Jei         167,50 170,20 164,20 174,28 +5,10           Nov         172,00 174,00 174,28 +5,10           Jon         157,50 187,70 165,00 154,50           Jon         157,50 187,70 185,00 154,50  | 12.50         115.20         115.20         115.20         115.20           Nov         115.20         115.20         115.20         115.20           Jan         117.20         112.20         112.40         115.20           Mar         122.50         122.50         124.50         125.00           Jail         122.50         122.50         126.40         126.70           Jail         122.50         137.25         126.40         126.70         -11           Sep         122.50         122.50         122.50         126.75         127.00         -11           Nov         129.55         122.50         126.75         127.00         -11  | B         Simpsons Industries         Q         20         12:22         12:4           Southwest Aritises         Q         80         12:12         12:4         -           Situation         Q         15:12:12         12:4         -         -           Situation         Q         15:12:12         12:4         -         -           Situation         Situation         Q         15:12:12         12:4         -           Situation         Situation         Q         15:12:12         12:4         -           Situation         Situation         Q         15:12:12         -         -           Situation         G         12:12         12:12         -         -   |                                       |
| AddismW 10 10/0 [20107/12] 3 3 3 [10,000 [2010] [272 ]372 ]374 [370 ]375 ]<br>Adv Ress 3% 3% GinnCru 10 3% [374 [374 ]374 ]374 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 [376 ]376 ]376 [376 ]376 [376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 ]376 [376 ]376 ]376 [376 ]376 ]376 ]376 ]376 [376 ]376 ]376 ]376 ]376 ]376 ]376 ]376 ]   | $\begin{array}{c ccccccccccccccccccccccccccccccccccc$  | Prev days open int 12,339, up 1,074,<br>JAPANE 52 YetM<br>6 per vess 1 point equals 58,00001<br>Der vess 1 point equals 58,00001<br>Mar 0,04403,004415,004403,004410 +23<br>Jan 0,04403,004415,004403,004410 +23<br>Brown onles 1 246  |   |   | Western Gaer<br>Wyomine Natt<br>A-Annual; M-Manthity: Q-Quartecty; 5-Semi-An  |                                       |
| Avintup         Jake         4         Dericant         11         11%         KborfG         274/3         8         Rowmad         274/3           Addright         Bit         DeveryEt         354         KnoseV         14/2         154         Rowmad         274/3         Rowmad         274/3         Rowmad         274/3         Rowmad         271/4         Rowmad         Rowmad         Rowmad         Rowmad         Rowmad         271/4         Rowmad  | 1974         3489         Set Chinoid         310         810         <  | Prev day's open Int 9.777, off 241.  | 74822 sq. ft. J Bper 1,800 sq. ft.<br>Nov 158,50 161,00 158,50 159,50 +280<br>Jan 163,00 165,50 163,00 164,00 +1.30<br>Prev soles 119, .<br>Prev day's open in 1,800, off 4   | Mar 139.25 —1.<br>Prav, solen 1,610,<br>Prav, doy's open int 8,345, off 280,<br>COTTON 2<br>53000 Bm.; cents per lin  | Tuesday's   | · · · · · · · · · · · · · · · · · · · |
| AFURNI 445 450 DURING 124 134 LOSIGY 124 134 50000 344<br>AFURNI 446 150 DURING 144 LOSIGY 124 134 145 SUBCCO 344<br>ANGCOS 234 244 244 EURING 124 13 LOBERT 144 17<br>ANGCOS 234 254 250 ECOLOU 174 18 ACCC 234 254 254 557 1514 6 194<br>ANGCOS 234 254 250 EURING 124 147 ACCC 234 254 254 557 1514 6 194<br>ANGCOS 234 254 EURING 124 144 147 SUBCCO 144 147<br>ANGCOS 134 144 EURING 124 144 147 SUBCCO 144 147<br>ANGCOS 134 144 EURING 124 147 ANGCOS 144 147 SUBCCO 144 147<br>ANGCOS 134 144 EURING 124 147 ANGCOS 144 147 SUBCCO 144 147<br>ANGCOS 134 147 EURING 124 147 ANGCOS 144 147<br>ANGCOS 134 147 EURING 124 147 ANGCOS 144 147<br>ANGCOS 144 147 EURING 144 147 147 147 147 147 147 147 147 147  | 3400 Scottrn         3104 1034         104           20%         3600 Scottrs         5534         544           20%         500 Scottrs         5534         544           20%         500 Scottrs         5534         544           20%         130         1324         1324           134         1136 Shell Can         5714         278           13         6225 Short11         5734         336         334           26         200 Slopmo         811         11         1         -1           51%         70100 S Septra         846         576         4         46           2174         203 Slopmo         811         11         -1         Classe         Previous           2144         70100 S Septra         846         576         4         46         300,19         310,27   | SW155 FRANC           Super franc: 1 point example \$0,001           Dec           Mar           SUS5           SUS5           SUS5           Super franc: 1 point example \$0,001           Super france: 1 point example \$0   | UST. MILLS<br>81 colliges; pts of 100 pct.  | Controlw 2         Status         Sector         Sec | New Highs and Lows  |                                       |
| Aversing Arts 114 ElModts 21 27.6 Moom P 43% 44 Shared 21<br>Anodite 716 746 Enr/Dev 12 124 Moults 33% 3% 4% Shared 120<br>Anodite 716 776 78 Enr/Methol 3% 3% 4% Anodits 3 24% 36% Shared 120<br>AnoAGt 12 Enr/Methol 3% 3% 4% Anorton 8 776 776 Siliconx 10%<br>AnoAGt 84% 57% Enr/Methol 8 8% Anorton 8 776 776 Siliconx 10%<br>AnoAGt 84% 57% Enr/Methol 8 8% Anorton 8 706 776 Siliconx 10%<br>AnoAGt 14% Enr/Methol 8 8% Anorton 8 706 776 Siliconx 10%<br>AnoAGt 14% Enr/Methol 8 8% Anorton 8 706 776 Siliconx 10%<br>AnorAGt 94% 14% Enr/Methol 11% Anorton 8 706 776 Siliconx 10%<br>Anorton 9 76 776 Siliconx 10%<br>Anorton 9 76% 14% Enr/Methol 11% Siliconx 10%<br>Anorton 9 76% 17% FSC % 14 Anorton 11% 11% Stondyn 6% Andron 76% Andron 11% 11% Sidador 7%  | 116 340 510173 A 880 316 6 16 Wantreal 200,19 310,27<br>126 340 510177 511 517 177 179 Toranto 1,845,10 L855,00 L855,000   | Jun         5350         5350         5350         5370         +24           Sep         5440         +40         -40<  | Dec         BASS         FASS  | Prev uby's open ini 32.474, up 371.   | NEW HIGHS-23  | · · · · · · · · · · · · · · · · · · · |
| Apidatis 1406 17-5 FSC 11 11 11 11 11 11 11 11 11 11 11 11 11  | Eurocurrency Interest Rates  | Market Summary   | Prev day's open int 34,176, etf 5.  | COPPER<br>25000 list,rotats per th.<br>Oct 71,80 + 40<br>Nov 73,85 + 40<br>Nov 74,80 75 10 74 50 74 55 + 3  | AMI <sup>2</sup> Inc DroyfusCo 6 NoblacoBrd<br>Annoelico Elizid Ind Neutrind<br>Bact Travni Fleetw Ent Poc TelTat<br>Bact Travni Fleetw Ent Poc TelTat<br>Concol Corp Interface Source 1<br>Concol Corp Interface Polymer Co<br>Concol Source Source Polymer Co<br>Concol Source Polymer Co<br>Discuscion Source Polymer Co<br>Di | •                                     |
| Autoropy 4 444<br>Autoropy 4 444<br>Autoropy 4 444<br>Autoropy 4 444<br>Autoropy 4 444<br>Autoropy 4 444<br>Autoropy 4 444<br>BookFin 2014<br>BookFin 2014<br>Bo   | 3%<br>27% Oct. 27, 1981<br>26<br>7% Swiss French   | NYSE Most Actives  | GNMA<br>2194,000 prio; pis 8, 22ads pf 100 prct<br>Drcc 54-8 55-31 55-8 55-29 + 24<br>Mor 54-9 57 55-9 55-30 + 23<br>Jun 54-14 57-1 55-14 57-1 + 24<br>Sep 56-17 57-1 55-17 57-1 + 24<br>Drcc 54-16 57-2 55-16 57-2 + 24  | Oct         74.80         +4.8           Nov         74.81         75.10         74.82         +4.4           Dec         74.81         75.10         74.85         +2.3           Jan         75.55         75.55         75.55         75.55         75.55         75.55           Jan         77.55         77.55         77.55         77.56         +3.4           Mar         77.75         77.97         79.76         17.96         17.46         +.11           Jan         77.25         77.97         79.76         17.96         17.46         +.11           Jan         77.25         79.76         17.80         17.46         1.46         +.11           Jan         77.25         9.79.76         17.80         17.47         +.11         +.11           Jan         77.25         9.79.76         17.80         17.85         17.75         +.32           Jan         77.26         84.70         84.85         81.36        16           Dec         64.57         64.57         64.59         64.67        06           Jon         85.47         85.40         85.40        55        06  | Security of the security of th  | • `,                                  |
| AVVACCP 314 4<br>ACUSTON 2614 4  | 11% ( DOWD' D-MAD'E Franc Sterflog Franc ECU SDR<br>1% ( 1.5%)-15% 11%2-11% 11%3-11% 15% -16% 16% -16% 1.416% 15%-14%<br>22 3.4. 15%-15% 11%3-11% 11%-11% 16%-16% 16% 17% 1.5% 15% 13%-14%<br>10 2.4. 16%-14% 11%-11% 11%-11% 16%-16% 17%-17% 15%-16% 14%-15   | Soles Class Chg.   | Dec 54-16 57-2 34-16 57-2 7 24  | May 91.00 91.50 90.40 90.90 - 40  | NEW LOWS-51<br>AMINH Dorsey Co NSPw (1161<br>Acme Clay FloStrels ONEOK  | ·····                                 |
| BRITY 5         Allow Allog         Formulati         2%         2%         Adorrafia         25 23%         Formation         Stress           Bert Lab         5%   | 1914 6 M. 184a - 187a 1174a 1174a 1174a 1174a 1874 - 1874 19 1574 - 1874 1574<br>7 1 Y. 184a - 184a - 184a 1144a 1014 - 1975 1876 - 1876 1914 15 - 1576 1879 - 15<br>1874  | US Stoel 1,181,300 2776 + 16<br>Gan Nicolaws 1,182,300 2776 + 16<br>Gan Nicolaws 1,122,700 2651 - 124<br>NitikedCres 5,978,200 1764 + 136<br>Tandry 4 594,200 3934 + 16<br>Ravion 5,572,00 3954 - 676<br>Sonry Corp 517,200 1276 + 13<br>Lanker 16 4,120 465,000 3794 + 36<br>Ecolonis 446,200 3974 + 36<br>Ecolonis 446,200 3974 + 36<br>Ban - 2 - 444,400 9974 + 36<br>Ban - 2 - 444,400 9774 + 36<br>Ban - 2 - 44,400 9774 + 36<br>Ban - 37 | London Metals Market<br>(Figures in sterling per metric ton)<br>(Silver in sense per tray sunce)  | Jul 72.75 92.80 92.76 92.75 —.73<br>Prev. solies 1.4%.<br>Prev. day's open ini 50.444, off 14.<br>HEATING OIL<br>47.000 goil: cents ger sol   | Albanylof Frushf Corp Phili 2001  |                                       |
| Biblicol         1114         1144         FreeSG         3814         3844         Indicate         475         5         572         592         592         592         592         592         592         592         592         592         592         592         592         592         593         592         593         594         593         593         593         593         594         593         593         594         593         593         594         593         593         594         593         593         593         594         593   | European Stock Markets   | Southern Co. 445,900 1134 + 34<br>Excans 447,900 3034 + 34<br>18A4 44600 5954 + 45<br>Amer T&T 414,100 591/s + 54  | Oct. 57, 1981<br>Todary Previous<br>Bid Asked Bid Asked   | Nov 97.25 97.45 97.25 97.25 + 23<br>Dec 100.40 100.06 102.35 100.45 + 33<br>Jon 101.85 102.00 100.46 101.06 + 33<br>Feb 102.59 102.75 102.25 102.30 + 33<br>Mar 101.95 101.95 101.45 102.30 + 33  | Armotine GTFIL2Set Penetotin  |                                       |
| Barffels 38 38"46 Grasses 48% 48 Nicolel 124, 14 Uraneg 1746<br>Barffels 38 38"46 Grasses 48% 48 Nicolel 124, 14 Uraneg 1746<br>Carr, Fin f 270 Graenak 10% 11/4 Nietana 41 43% USEN 377<br>Carr, Fin f 270 Graenak 10% 11/4 Nietana 41 43% USEN 347<br>Carry 54 18% Gravada 462 Nocardas 13% 12% USEN 347<br>Carry 54 31% Gillonda 16 17 Nocardas 13% 12% USEN 347<br>Carry 54 34 Grandon 44 74 Nietana 5 16 16 Urane 347   | Oct. 27, 1981<br>(Closing prices in local currencies)  | Ameritat di 1995 - 2005 - 4 6<br>BallivAfa di 2007 276 + 16<br>Pos Povral di 2000 276 + 16<br>Pos Povral di 2000 22 + 16<br>Texazo 100 - 2379,200 22 + 16<br>Texazo 100 - 2379,200 22 + 16<br>Texazo 100 - 2007 Prev.<br>NYSE Halitavi<br>Close Close  | Sect 901.50 904.50 907.50 908.00<br>High grode capper:<br>3 months 925.50 924.00 937.50 938.00<br>Capper cathodes:  | Nov         19.35         19.45         19.26         19.26         19.26         19.26         1                                     | Bucy Erie Jer 7,3001 Rockwint M<br>CNA IncShr Konpers pi<br>SoniadAr<br>CIBL/2004 MBLto Sunstitute<br>Comport MBLto Sunstitute  |                                       |
| CanrodH 215 3% Grinding 41. 74 (WinNigs 11 114 Umen 340)<br>CapSw 4 124 134 Hamilys 24 244 HwinNigs 11 114 Umen 124<br>CapSw 4 124 134 Hamdwise 2 313 Novell 27 276 Wanter 114<br>CapSw 4 124 134 Hamdwise 2 313 Novell 27 276 Wanter 114<br>CapSw 5 124 134 Hamdwise 2 314 Novell 27 276 134 Wanter 135<br>CareCe 15 134 Hambrid 214 144 Hambrid 2010 1314 Novell 274 144 Vendos 374<br>CareCe 15 134 Hambrid 211 114 Careford 284 294 Vendos 374<br>CareCe 15 33 24 Hecting 151 134 Octomer 284 294 Vendos 134<br>CareCe 15 34 Hecting 5 151 149 Octomer 284 294 Vendos 134<br>CareCe 15 34 Hecting 5 155 149 Octomer 284 294 Vendos 134<br>CareCe 15 34 Hecting 5 155 149 Octomer 284 294 Vendos 134<br>CareCe 15 154 155 154 Octomer 284 294 Vendos 134<br>CareCe 15 154 155 Hell Careford 136 155 169 Octomer 284 294 Vendos 134<br>CareCe 15 154 155 Hell Careford 136 155 169 Octomer 284 294 Vendos 134<br>Careford 135 155 Hell Careford 136 155 169 Octomer 284 294 Vendos 134<br>Careford 135 155 Hell Careford 136 155 169 Octomer 284 294 Vendos 136  | Amsterdam         K.H.D.         151,49         171,59         La Rinas         279,00         280           312         Amsterdam         K.H.D.         151,49         172,59         La Rinas         279,00         280           314         Kupp         42,10         42,50         Monteclas         154,00         152,00           314         Kupp         42,00         42,50         Monteclas         240,00         272,00           315         ACF Headding         Cone         Prev.         Lindto         312,00         Olivetiti         2400,00         272,00           315         ACF Headding         41,00         51,50         312,00         Sina Visco         44,00         245,00   | Close         Close           Volume (in millions)         Slatt 45,11           Advanced         9%           Volume (in millions)         Slatt 45,11           Optimized         482           Declined         482           Volume Down (millions)         11,37           Unchanged         422           Totol (issues         1,301           1,301         1,364  | spot 900.00 902.00 903.00 904.00<br>Janonins 930.00 931.00 932.00 933.00<br>The:spot 8,158.00 8,166.00 8,165.00 8,700.00  | Sep 104,10<br>Oct 104,00<br>Dec 25 55 55 55<br>Prov. soles 7,550  | ContArLin McGraw E0 Woolworth<br>GrwnZelcv pf NotFuelG pf Woolworth f   | · · · · ·                             |
| CharRiv         35         24         History         15%         14%         Osthorida         21%         21%         Victoria         14%           Christoni         131/3         Heinrikau         11%         31%         Heinrikau         11%         Heinrikau         31%         Heinrikau         11%         13%         Heinrikau         13%         11%         Heinrikau         13% </td <td>376         ACF Modding         Close         Prev.         Lindia         31500         332.00         31111         2464.00         2560.00           9%         AKZQ         31.90         21.90         MAIN         1500         31.50         31.50         31.60         2560.00         2560.00         2560.00         5min Viscos         9min Visc</td> <td>Volume (in millions)         518:         4511           Advanced         976         543           Valume (in millions)         35.97         12.14           Declined         482         915           Volume Down (millions)         11.37         20.21           Unchanged         422         486           Total (issues         1.901         1.864           New hights         53         53</td> <td>Lead: spot 384.00 384.50 394.00 395.00<br/>3 months 394.00 396.50 406.50 407.00<br/>Zinc: spot 504.50 505.50 504.00 505.00<br/>3 menths 219.50 506.00 219.50 520.00</td> <td>811.VER<br/>5000 Fror 02.3 Conts per troy er.<br/>Oct 901.0 901.0 895.0 910.0 +21.0<br/>Nov</td> <td>South Korea Outlines</td> <td></td>  | 376         ACF Modding         Close         Prev.         Lindia         31500         332.00         31111         2464.00         2560.00           9%         AKZQ         31.90         21.90         MAIN         1500         31.50         31.50         31.60         2560.00         2560.00         2560.00         5min Viscos         9min Visc  | Volume (in millions)         518:         4511           Advanced         976         543           Valume (in millions)         35.97         12.14           Declined         482         915           Volume Down (millions)         11.37         20.21           Unchanged         422         486           Total (issues         1.901         1.864           New hights         53         53  | Lead: spot 384.00 384.50 394.00 395.00<br>3 months 394.00 396.50 406.50 407.00<br>Zinc: spot 504.50 505.50 504.00 505.00<br>3 menths 219.50 506.00 219.50 520.00  | 811.VER<br>5000 Fror 02.3 Conts per troy er.<br>Oct 901.0 901.0 895.0 910.0 +21.0<br>Nov  | South Korea Outlines  |                                       |
| Circuitious         1340         124.         144.   | Pa Breders 12:00 6L70 RWE new 147.50 147.00  | Dow Jones Averages   | Silver: soot 415.00 415.50 416.50 417.50<br>3 months 515.00 516.80 214.80 517.50<br>Aluminium: soot 619.50 626.50 625.50 630.50<br>3 months 445.00 645.50 655.50 637.00   | Ucr         W1.0         W1.0 <thw< td=""><td>Goals for Investment</td><td></td></thw<>                        | Goals for Investment  |                                       |
| Classic         Construit         Zirit 2 Zirit         Intert Enr         Zirit 2 Zirit         Intert Enr         Zirit 2 Zirit         Intert Enr         Zirit 2 Zirit         Wilsor 0 Zirit         Zirit         Zirit         Wilsor 0 Zirit         Zirit         Zirit         Wilsor 0 Zirit         Zirit         Zirit         Zirit         Wilsor 0 Zirit         Zirit <thzirit< th="">         Zirit         Zirit</thzirit<>  | Program Standard Hida 2123 42.00 42.00 5/emains 212.00 21230 Air Llevice 420.00 440.00 1078 1079 440.00 1079 1079 1079 1079 1079 1079 1079 10  | Minu         Charter         High         Lower         Charter         Charter <thcharter< th=""> <thcharter< th=""> <thcharter< <="" td=""><td></td><td></td><td></td><td>INVE</td></thcharter<></thcharter<></thcharter<>   |   |   |   | INVE                                  |
| ConstCiri 44 4415 Jontobr 174 1749 Philohen 23 2814 ZonUt's 216 2<br>Construct 124 1342 Jontobr 2016 2016 Philohen 25 Philophin 27 1344<br>Construct 13 16 Jittered 16 to the Philippin 47 4147 n.e. Not constituation   | Hoogovens 14.00 14.10 Previous: M.A. Carrefour 1400.00 140.00<br>Noorden 71.45 14.00 147.00  | Dow Jones Bond Averages  | (Gasell in U.S. dollars per metric ton)   | Jul 1124.5 +345<br>Prev. soles 3.440.<br>Prev. dor's open int 30,535. off ac.   | plane parts and heavy construction II I()<br>equipment, the country's come<br>merce and industry minister, Sub I() II()<br>Suk Joon, said Tuesday after meet  |                                       |
| (IIF) European Gold Market   | Bustrimmen T         4130         Alla         Semans         21233         Air Lleute         Clear         Previo           Via         Eisevier         131.50         120.00         Vario         121.50         122.00         Air Lleute         400.00         440.00         111.00  | Cless Chy.<br>30 Bonds 517 –0.27<br>10 Public Urills 5107 –0.47<br>10 Indus 54.32 –0.10  | Oct. 77, 7997<br>High Low Close Previous<br>SUGAR (Sid-Aglied) (Close)  | Cash Prices<br>Oct. 27, 1981  | Suk Joon, said Tuesday after meets<br>ing U.S. Commerce Secretary Mat-<br>colm Baldrige.  | · · ·                                 |
|  | Occ Vender G         55.70         54.00         Close         Prev.         Duminiz         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         1,175.00         2,170         Encurs (C Giel   279.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         271.00         272.00 <td>Standard &amp; Poors</td> <td>Jen 155.75 152.75 55.76 155.76 155.76 155.76<br/>Marr 14:00 141.30 162.25 162.76 162.55 162.6<br/>Mary 164.75 165.59 164.49 164.75 164.75 164.76<br/>Aug 173.59 169.59 172.5 174.60 175.25 175.40<br/>Oct 175.59 169.59 175.25 175.40 175.25 175.40<br/>Jen N.T. N.T. 175.25 175.40 175.26 175.00<br/>Mar N.T. N.T. 175.25 175.40 175.26 175.00<br/>Mar N.T. N.T. 175.25 175.40 175.26 175.00<br/>Mar N.T. N.T. 175.25 175.40 180.35 180.75<br/>24.46 155 0f 55 101.5</td> <td>Commodity and unit Toe Year Age<br/>POODS<br/>Coffee 4 Sentos, B</td> <td>French Prices Rise 1.1%</td> <td></td>  | Standard & Poors   | Jen 155.75 152.75 55.76 155.76 155.76 155.76<br>Marr 14:00 141.30 162.25 162.76 162.55 162.6<br>Mary 164.75 165.59 164.49 164.75 164.75 164.76<br>Aug 173.59 169.59 172.5 174.60 175.25 175.40<br>Oct 175.59 169.59 175.25 175.40 175.25 175.40<br>Jen N.T. N.T. 175.25 175.40 175.26 175.00<br>Mar N.T. N.T. 175.25 175.40 175.26 175.00<br>Mar N.T. N.T. 175.25 175.40 175.26 175.00<br>Mar N.T. N.T. 175.25 175.40 180.35 180.75<br>24.46 155 0f 55 101.5  | Commodity and unit Toe Year Age<br>POODS<br>Coffee 4 Sentos, B  | French Prices Rise 1.1%   |                                       |
| INCOME FUND  | Brussels  | Industriala — — 13320 +126<br>Utilities — — 13320 +126<br>Finance — 1444 +0,16<br>Transa. — 1444 +0,16   |   | Printcloth 64-30 38/2, yd 0.81 0.44   | PARIS Paced by a 1.8-percent<br>increase in food prices, French ter   | • •                                   |
| provides the following choice of investments:  | Rovel Dutch         Bars         77.40<br>34.50         Deccharting<br>State         1.30         1.302/36<br>34.50         1.302/36<br>35.61         1.302/36<br>36.61         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72         1.302/36<br>37.72 <t< td=""><td>NYSE Index<br/>Nigh Law Cost N.C.</td><td>Dec 1.178 1.148 1.151 1.142 1.168 1.167<br/>Mar 1.178 1.148 1.466 1.165 1.176<br/>Jry 1.178 1.148 1.466 1.145 1.176<br/>Jry 1.467 1.190 1.163 1.144 1.175 1.176<br/>Jry 1.467 1.190 1.163 1.145 1.778 1.180<br/>Dec 1.178 1.178 1.175 1.176 1.182 1.188<br/>Mar N.T. N.T. 1.185 1.200 1.185 1.205<br/>1.095 1.010 1.016</td><td>Steat billiofts (Ptitr.). 100         200.00         140.00           Trond 7 Edry - Philica, Lon         207.34         207.34           Steel scrup No 1 hvy Pitr.         107-102         102-103           Land Sport, Rb        </td><td>tail prices rose 1.1 percent in Scottant<br/>tember for a year-on-year gain of<br/>13.9 percent, the National Statis-</td><td></td></t<> | NYSE Index<br>Nigh Law Cost N.C.   | Dec 1.178 1.148 1.151 1.142 1.168 1.167<br>Mar 1.178 1.148 1.466 1.165 1.176<br>Jry 1.178 1.148 1.466 1.145 1.176<br>Jry 1.467 1.190 1.163 1.144 1.175 1.176<br>Jry 1.467 1.190 1.163 1.145 1.778 1.180<br>Dec 1.178 1.178 1.175 1.176 1.182 1.188<br>Mar N.T. N.T. 1.185 1.200 1.185 1.205<br>1.095 1.010 1.016  | Steat billiofts (Ptitr.). 100         200.00         140.00           Trond 7 Edry - Philica, Lon         207.34         207.34           Steel scrup No 1 hvy Pitr.         107-102         102-103           Land Sport, Rb   | tail prices rose 1.1 percent in Scottant<br>tember for a year-on-year gain of<br>13.9 percent, the National Statis-   |                                       |
| Short Term A' Units<br>Exclusively invested in<br>US Dollar instruments with   | 2.) Brussels Cons. Gold Fas 443 471 Parts P.305 19/20 19750<br>Courtinuids 0.51 0.50 Purk 90.16 90.50<br>De Beer 54.30 6.15 Permatelli 28.50 284.00<br>Cost Courtinuing 1.44 1.44 Parts P.305 19/20 19750  | Nigh         Law         Costs         NLC           Industriels   | COEEEE  | 8Rver N.Y. 02   | tics Institute reported Tuesday.<br>The index, base 1970, stands at 1   |                                       |
| US Dollar instruments with<br>maturities less than 1.2 months.<br>Short Term '3' Units<br>In order to 100 200 100 1200 1200 1200 1200 1200 1   | Area-Cbs Indes:::E190         Burkton         145         149         Maintimat         Altio         1220           Previous:::E190         Const Protons:         Coldentials  | Odd-Lot Trading in N.Y.  | Nov         L120         L112         L117         L418         L118         L129           Jen         L123         L119         L121         L124         L125         L120         L121           Mar         L123         L129         L121         L124         L125         L125         L124         L124         L125         L125         L124         L124         L124         L124         L124         L125         L125         L125         L126         L125         L126         L125         L126         L126 <thl126< th=""> <thl126< th=""> <thl126< th=""></thl126<></thl126<></thl126<>  | Commodity Indexes   | 292.9. It rose I.2 percent in Aug.  |                                       |
| denominated in the SDR   | <ul> <li>Habitatica 12722 1200 GUS 134 130 Rh Poulenc 113.00 115.50</li> <li>Petrofina 4,000 4,000 GUS GUS 3,75 3,46 Roussel Uctar 221.00 221.00</li> <li>Ph. Generart 1,000 Latt Review-Sudd 2,84 2,42 51 Gobolin PM 133.19 133.20</li> <li>A. Soffina 2,465 2,469 (Integ 0,50 GUS 15,26) 244 2,42 51 Gobolin PM 133.19 133.20</li> </ul>   | Bury         Solids         Short           122.018         34-275         Short           Oct. 22         109.177         34-080         1075           Oct. 21         109.177         34-080         1075           Oct. 21         109.177         34-080         1075           Oct. 21         112.407         259.218         1,399           Oct. 21         112.407         259.218         1,499           Oct. 20         112.407         274.979         1016           Oct. 20         112.407         274.979         1016           These toldsic crep included in this states illustres.         104.974         104.979   | Nov N.T. N.T. LITO LISO LAW LISO<br>-1,576 lobs of 5 tons.<br>CASO1L<br>Oct 323.59 222.40 322.25 222.50 318.00 322.00   | Oct. 27, 1981<br>Close Previous<br>Routers  | Comex Reduces Margins   |                                       |
| Currencies and Swiss Francs with<br>maturiues less than 12 months.<br>Such indermatik without charge on<br>Tel, 31 0251 - Telex 28305  | Price         Generation         Autor         Guinness         0.40         6.00         Software           Price         Generation         1.00         Landback         1.00         Landback         2.14         2.14         2.14         2.14         1.00         1.00         1.00         1.00         1.00         2.14         2.14         2.14         2.14         2.14         2.14         1.00         1.00         2.10         1.00         2.10         1.00         2.10         1.00         2.14         1.00         2.14   | These totals are included in its sales liquing.<br>American Most Actives   | Cel 11.3) 72.40 72.5 72.5 318.0 72.0<br>Nor 11.0 72.0 72.5 72.5 71.0 71.5<br>Dec 12.0 11.7 72.5 71.0 71.5<br>Jan 12.5 75.0 76.5 71.0 71.5<br>Jan 12.5 75.0 76.5 75.0 76.5 71.5 71.7<br>Mer 20.7 71.5 75.0 76.5 75.0 75.5 76.5<br>Mer 20.7 71.5 75.7 75.7 75.7 75.7 75.7<br>Mer 20.7 71.5 75.7 75.7 75.7 75.7 75.7<br>Mer 20.7 75.7 75.7 75.7 75.7 75.7 75.7<br>Mer 20.7 75.7 75.7 75.7 75.7 75.7 75.7<br>Mer 20.7 75.7 75.7 75.7 75.7 75.7 75.7 75.7 7  | Dur Jazzs Stan         332.9         251.91           Dur Futures1         370.19         359.49           Maady1 : base 100 : Dec. 37, 1931. a preliminary: ( Rindi         preliminary: ( Rindi           Reutres : base 100 : Seo, 18, 1931.         preliminary: ( Rindi           Dow Janes : base 100 : Average 1924-25-26.   | NEW YORK Margin requirements for gold and silver futures<br>will be lowered on Wednesday.   |                                       |
| Long Term Units  | 1 10000 2.14 2.24 10000 10000  | Soles Cites Chip.<br>DomePhris 877,300 1214 + 78 -<br>Ametabl 1727 38 1314 + 78  | Loss loss of 3 tons,           CASOIL           Cel         333,59         723,80         322,55         727,50         318,80         322,05           New         121,00         221,20         322,35         723,35         318,80         322,05           New         121,00         221,20         322,35         372,35         318,80         322,05           Jon         124,25         123,00         322,55         724,60         325,35         314,80           Jon         124,25         125,00         325,35         314,80         322,55         314,20         322,35         314,20         324,25         314,20         324,25         314,20         324,25         314,20         314,25         314,20         314,25         314,20         314,25         314,20         314,25         314,20         314,25         314,26         314,25         314,25         314,25  |   | Commodity Exchange announced<br>Tuesday. It said speculative order  | ····<br>•·•;                          |
| A balanced portfolio of<br>Europonds and Euroconvertibles  | Shell 170 3.60   | HeuOlitr 113.302 17% + %<br>GuillCans 104.00 16% + %<br>HudsBOtto 91.000 35% + %<br>AZLRes \$\$5,000 27% - 6   | Paris Commodities   | Tokyo Exchange  | futures margins will be \$1.500,<br>down from \$2,200, and silver spec-<br>ulative futures margins will be  | -                                     |
| Redectadore total atsolary<br>fronti sen 2 dassi notes:<br>fronti se   | Close         Prev.         Thern IAI         3.76         4.44         4.62           Shell         Shell         3.70         3.66         3.76         3.76           A.E.G.         4.30         4.50         3.57         3.76         3.76         3.76           A.E.G.         4.30         4.50         3.57         1.85         3.76         3.76           A.E.G.         4.30         4.50         1.77         Tortologer H         3.57         1.86         Zurich           B.S.F.         123.00         123.00         Ultranter         4.64         4.64         4.64         4.64         1.67         Butter to 1.25         1.205         725.00         726.00         725.00         726.00         726   | Barcoor Col         80,200         78: + 1/s           Wonge         70,200         21 + 1/s           Frontier Air         70,700         21 + 11/s           FreeEld's         54,708         377s + 21/s  | High Low Class Ct.  | Aachi Chemi. 340 Millsubi Chema. 277<br>Aachi Ghemi. 340 Millsubi Chema. 277<br>Aachi Gleas 540 Millsubi Corp. 325<br>Cononi 945 Millsubi Ellec 222<br>Dei Nig. Pyint 680 Millsubi Co. 340<br>Johna 370 Millsubichi 455   | New Bank of Greece Chief  |                                       |
| Midland Bank Trost Company GOLD OFTIONS  I Channel Islandé Limited Series Nov. Feb. May Iopurnation and Pro-per tus inem. C400 3600 5700 0 7300  | BAXstr.         12100         12000         <  | Today Prev.<br>AMEX Nethony<br>Close Close<br>Volums 1 s millions 1 451 4.78<br>Advanced 342 183   | JUGAR         Lago         Lago <thlago< th="">         Lago         Lago         <th< td=""><td>Ver Ver Alisabi Chera, 27<br/>aachi Glass 56 Alisabi Chera, 27<br/>Sachi Glass 56 Alisabi Corp, 375<br/>Sohna Ver Alisabi Corp, 375<br/>Sohna Ver Alisabi Corp, 375<br/>Sohna Ver Alisabi Corp, 375<br/>Sohna Ver Alisabi Corp, 375<br/>Ver Alisabi Corp, 370<br/>Alisabi Corp, 370<br/>Corbit Ell, Pwr. 197<br/>Corbit Ell, Pwr. 277<br/>Talsta Marine 275<br/>Corp, 372<br/>Tellin Marine 275<br/>Corp, 372<br/>Tellin Marine 275<br/>Corp, 372<br/>Tellin State</td><td>The Associated Press<br/>ATHENS - Premier Andreas</td><td></td></th<></thlago<> | Ver Ver Alisabi Chera, 27<br>aachi Glass 56 Alisabi Chera, 27<br>Sachi Glass 56 Alisabi Corp, 375<br>Sohna Ver Alisabi Corp, 375<br>Sohna Ver Alisabi Corp, 375<br>Sohna Ver Alisabi Corp, 375<br>Sohna Ver Alisabi Corp, 375<br>Ver Alisabi Corp, 370<br>Alisabi Corp, 370<br>Corbit Ell, Pwr. 197<br>Corbit Ell, Pwr. 277<br>Talsta Marine 275<br>Corp, 372<br>Tellin Marine 275<br>Corp, 372<br>Tellin Marine 275<br>Corp, 372<br>Tellin State   | The Associated Press<br>ATHENS - Premier Andreas  |                                       |
| Internation and Pro-per tas inter.         c 400         3600 o         5700   | Declased         34/10         35/10         36/10   | Votoms In millions1 4.51 4.78<br>Advanced 342 123<br>Vokume Up (millions1 2.55 1.50<br>Declined 223 170<br>Volume Down (millions) 2.75 1.76<br>Uncompet 200 124<br>Torol Issues 7765 745<br>New hypes 16 19  | Aug R.T. N.T. 1290 1270 +231<br>Oct N.T. N.T. 1296 1590 +301 J<br>New N.T. N.T. 1296 1590 +301 J<br>Dec N.T. N.T. 1296 2010 +30 J<br>ZMS late of 93 how come interact 8,397   | Liton 332 Storp 769<br>HJ. 177 Sonr Corp 2,780<br>Garca Air L. 2,380 Sumitons Bank 400<br>Garcai EL Par. BY Sumitons Chem. 192<br>Garcai EL Par. BY Sumitons Artel 224  | Papanderou appointed a new governor of the Bank of Greece Tues-   |                                       |
| Sangue Generale du Luxembourg S.A.,         p.375         1.50 colspan="2">           I kur Alluntum Luxembourg Tel Aruga           I kur Alluntum Luxembourg Tel Aruga           p.400         3.00 colspan="2">           I kur Alluntum Luxembourg Tel Aruga           p.400         3.00 colspan="2">           I kur Alluntum Luxembourg Tel Aruga           p.400         8.50           I kur Alluntum Luxembourg Tel Aruga           p.400         8.50           I kur Alluntum Luxembourg Tel Aruga           p.400         8.500         13.00 colspan="2"           I kur Alluntum Luxembourg Tel Aruga         p.400         8.500         13.00 colspan="2"           I kur Alluntum Luxembourg Tel Aruga         p.400         3.000 colspan="2"           I kur Alluntum Luxembourg Tel Aruga         p.400         3.000 colspan= 3.000 colspan="2"           I kur Alluntum Luxembourg Tel Aruga         p.400         3.000 colspan= 3.000 colspan= 3.000 colspan="2"   | A.E.G.         Close         Prev.         Trating IAI,         J.98         J.98         Zurich           A.E.G.         44.30         44.30         44.30         45.01         Trating Invest,         0.% <td></td> <td></td> <td>Convestanti Steet 177 Totiste Micrime 218<br/>Cirrin Brewerry 406 Totiste Micrime 218<br/>Cirrin Brewerry 27 Totiste Micrime 224<br/>Luboto 212 Totisty Martine 224<br/>Notau 21, Ind. 1200 Totray 327<br/>Martau 21, Ind. 1200 Totray 327<br/>Martau 21, Visa 513 Toyste 1, 100<br/>Misbuch Hvy Ind. 238 Yarmaicel 1 325</td> <td>Xenophop Zolotas. The new ap-<br/>pointee is Gerasimos Arsenis, 50,<br/>who has served with the United</td> <td></td>   |  |   | Convestanti Steet 177 Totiste Micrime 218<br>Cirrin Brewerry 406 Totiste Micrime 218<br>Cirrin Brewerry 27 Totiste Micrime 224<br>Luboto 212 Totisty Martine 224<br>Notau 21, Ind. 1200 Totray 327<br>Martau 21, Ind. 1200 Totray 327<br>Martau 21, Visa 513 Toyste 1, 100<br>Misbuch Hvy Ind. 238 Yarmaicel 1 325  | Xenophop Zolotas. The new ap-<br>pointee is Gerasimos Arsenis, 50,<br>who has served with the United  |                                       |
| Lost prices in S/oz. of most active serves.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = puty or = call; b = bid.<br>c = call; p = call; b = bid.<br>c = call; b = call; b = call; b = bid.<br>c = call; b   | Mochnief         427.55         421.01         Close         Prev.         Ste B, Suisse         727         726           Hoerchst         121.00         121.00         121.00         362 Contribut         31.490         Ste B, Suisse         1.785         1.785           Hoerchst         121.00         121.00         358.00         31.490         Ste B, Suisse         1.785         1.785           Holpmonth         185.01         239.00         Centrale         5.550.00         5.460.00         U.B, Suisse         2.721         2.730           Holpmonth         185.00         339.00         Finisider         8.460.00         U.B, Suisse         2.721         2.730           Holpmonth         195.50         195.00         Finisider         78.00         34.00         34.00         34.00         14.450 <td>AMEX Index<br/>Nich Lew Class Chg.<br/>311.13 305.28 204.38 +5.21</td> <td></td> <td>harisa 21, ind. 1,280 Torray 392<br/>Jachsu 2, Wes, 513, Torray 1,100<br/>Altsubi Hvy Ind. 238 Yamaichi 325<br/>Jew Nadex: 533,92; Pravless: 537,86<br/>Hilder-DJ Heek: 7,288; Pravless: 7,261,39</td> <td>Nations and with the Organization<br/>for Economic Coordination and<br/>Development.</td> <td></td>  | AMEX Index<br>Nich Lew Class Chg.<br>311.13 305.28 204.38 +5.21  |   | harisa 21, ind. 1,280 Torray 392<br>Jachsu 2, Wes, 513, Torray 1,100<br>Altsubi Hvy Ind. 238 Yamaichi 325<br>Jew Nadex: 533,92; Pravless: 537,86<br>Hilder-DJ Heek: 7,288; Pravless: 7,261,39   | Nations and with the Organization<br>for Economic Coordination and<br>Development.  |                                       |
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For years banks, government securities dealers, and managers of institutional funds have been using our T-bill\* contract to offset interest rate risk tied to short-term cash market positions. The addition of a CD futures contract to the IMM's existing T-bill contract has created a futures market interrelationship that mirrors the cash market, thus allowing professionals to directly hedge cash market risk with a new degree of flexibility. This flexibility and interplay between markets has created, on the IMM, the most liquid CD contract. This assures the best prices and fastest order filling.

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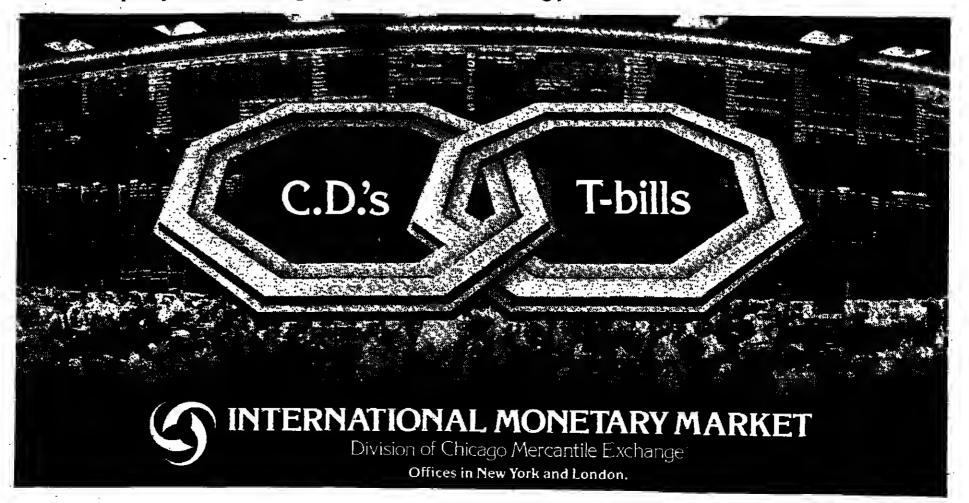
Hedging CD's by using interest rate futures is just one of the many examples of the interlocking relationships that exist in today's domestic and international money markets. Arbitraging between the cash market and the futures market is another. Spreading between CD futures and T-bill futures is yet another. This unusual flexibility is precisely why the IMM has positioned its CD trading pit

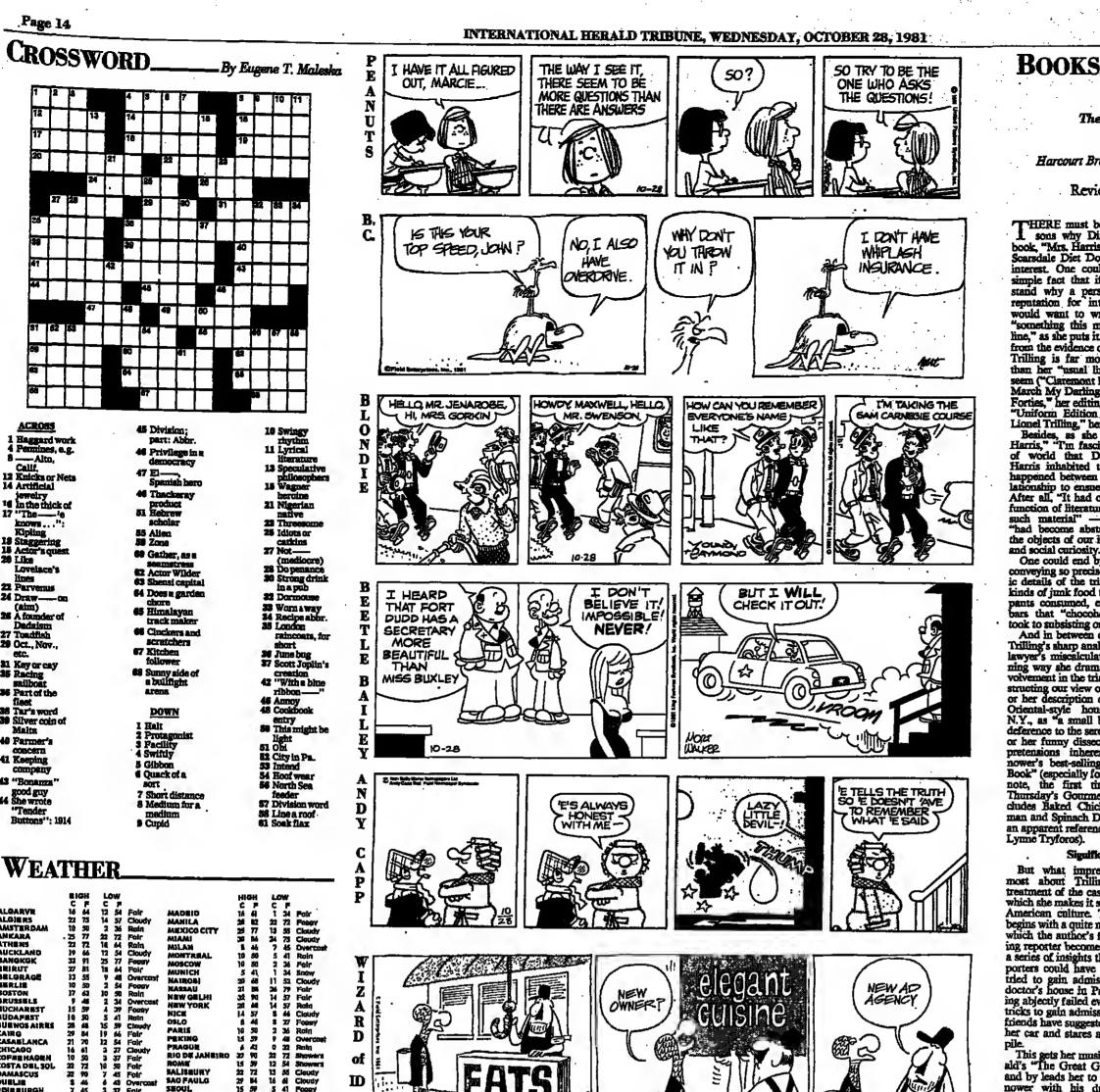
next to the T-bill pit. Only the International Monetary Market has the combination of experience, liquidity and now flexibility to allow traders to take advantage of the many interrelationships involving futures contracts.

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#### MRS, HARRIS The Death of the Scarsdale Diet Doctor

By Diana Trilling, 341 pp. \$14.95. Harcourt Brace Jovanovich, 757 Third Ave., New York 10017.

#### Reviewed by Christopher Lehmann-Haupt

THERE must be half-a-dozen reasons why Diana Trilling's new book "Mrs. Harris: The Death of the Scarsdale Diet Doctor," engages our interest. One could begin with the simple fact that it makes us understand why a person with Trilling's reputation for intellectual austerity "something this much off my usual hine," as she puts it. Answer: To judge from the evidence of this book, Diana Trilling is far more down to earth

Trilling is far more down to earth than her "usual line" has made her seem ("Clarennont Essays," "We Must March My Darlings," "Reviewing the Forties," her editing of the 12-volume "Uniform Edition of the Works of Lionel Trilling," her late husband). Besides, as she reports in "Mrs. Harris," "I'm fascinated by the kind of world that Dr. Tarnower and Harris inhabited together and what happened between them for their re-lationship to ensue in such tragedy." After all, "It had once been the high function of literature to deal with just function of literature to deal with just such material" — before literature "had become abstract, remote from the objects of our immediate persona

and social curiosity." One could end by crediting her for conveying so precisely the atmospher-ic details of the trial — down to the kinds of junk food the various participants consumed, even the chocolate bars that "chocoholic" Jean Harris took to subsisting on. And in between one could mention

Trilling's sharp analysis of the defense lawyer's miscalculations; or the winning way she dramatizes her own in-volvement in the trial without ever obstructing our view of the proceedings; or her description of Dr. Tarnower's Oriental-style house in Purchase, N.Y., as "a small busy statement of deference to the serenity of the East"; or her funny dissection of the social pretensions inherent in Dr. Tarnower's best-selling "Scarsdale Diet Book" (especially for those who didn't note, the first time around, that Thursday's Gournet Diet dinner in-cludes Baked Chicken Breasts Herman and Spinach Delight a la Lynne, an apparent reference to Harris' rival, Lyme Tryforos).

#### Significance

But what impressed this reader most about Trilling's multishaded treatment of the case is the degree to which she makes it seem significant to American culture. This effort really begins with a quite marvelous scene in which the author's failure as a working reporter becames the occasion for a series of insights that all too few re-porters could have achieved. Having tried to gain admission to the dead doctor's house in Purchase, and having abjectly failed even to attempt the tricks to gain admission that reporter-friends have suggested. Trilling sits in her car and stares at Dr. Tarnower's

This gets her musing about Fitzger-ald's "The Great Gatsby," which by and by leads her to define why "Tarnower with his dry strivings and worldly salvations, his best seller and his reputation which had traveled as far as China, his angry suffering mis-tress and his senseless violent death, ress and his senseless violent death, was perhaps as representative of his moment in history as Gatsby, with his impossible dream named Daisy, she of the thrilling voice that was full of money,' had been representative of the American twenties." And from that point on we are made to see the trial in its largest con-text as well as its finest detail whether text as well as its finest detail, whether Trilling is anatomizing the "Patrician zoos" represented by the Madeira School, of which Jean Harris was

headmistress, and Grosse Pointe, Mich., where she lived during the years of her marriage; or exploring why it was particularly difficult to come of age as a woman during the i years after World War II, when it became one of the United States' cultural missions to get women back into the home.

Anist Pert

In short, besides being a book about a fascinating trial, "Mra Harris" is about money, class, status, respectability, sex, power, feminism and that peculiar but persisting state known as "being a lady." Yet so precisely are these big subjects made precisely are these big subjects made to function as lenses with which to bring Jean Harris' character into focus that, for example, Trilling can eventually discuss, without once re-sorting to any jargon about "phalli-cism," her protagonist's unconscious need to acquire a pistol as a symbol of male power. This also reflects how examlessly the moves from psychological seamlessly she moves from psycholo-gy to sociology and back again. And she can draw from her prote-

gonist's example a dozen lessons of contemporary cultural significance, not of least relevance the following: "She'd been seduced by our present-day culture into believing that a free sexuality is anyone's for the taking, sexuality is anyone's for the taking, that one can throw over one's moral rearing without emotional conse-quences. Ferhaps some people can but very many people, both men and women, cannot. The decision of how to live one's sexual life continues to be

to live one's sexual life continues to be a dilemma for people who have a con-flict between present desire or imagi-nation and earlier moral training." Only in one respect did "Mrs. Harris" not quite succeed for this reader — and that was in getting us to share the author's waxing and waning sympathy for her protagonist. It is hard to feel that any motive for mur-der is justified let alone the one of hard to feel that any motive for mm-der is justified, let alone the one of sexual jealonsy. So I found myself slightly shocked that the author once mildly condoned Harris' crime for being a justifiable expression of rage at male mistreatment, and even con-sidered calling her book "A Respon-able Murder." This, of course, could be a mule reader's special preindice be a male reader's special prejudice.

Christopher Lehmann-Haupt is the staff of The New York Times.

#### **Best Sellers** The New York Times

This list is based on reports from more than 1,00 bookstores throughout the United States, Weeks an list are not necessarily consecutive. mecutive ..... ' FICTION Last West I THE HOTEL NEW HAMP-SHIRE, by John Living 2 CUIO, by Stephen King 3 AN INDECENT OBSESSION, by Coleen McCullough NOBLE HOUSE, by James Cia-XEV IE W Lawrence Sanders. 6 THE CARDINAL SINS, by Andrew M. Greekey THE LEGACY, by Howard Fast,

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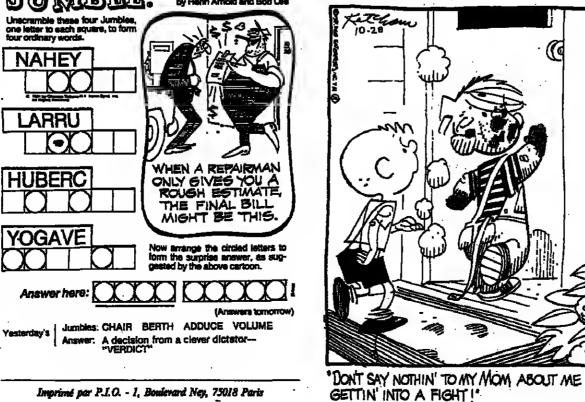
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#### Solution to Previous Puzzle

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#### **BRIDGE**

O<sup>N</sup> the diagramed deal, North-South were able to judge their potential when West passed and East opened three diamonds, as shown,

South was able to show both his suits, and when West eventually tried suits, and when West eventually tried five spades, encouraged by his part-ner's raise, North made a key deci-sion. Encouraged by his possession of key honors in both his partner's suits he made a forcing pass, indicating willingness for action at the six-level.

South accepted the invitation, and West had to lead against six hearts. This was unbeatable, but West made a brave try by leading the spade ten. He hoped his partner would be able to win with the queen and return a diamond.

East rose to the occasion by playing the queen when dummy played low. Since West's bidding would have been impossible with a suit headed by the ten, it was clear that something tricky was going on.

This did the defense no good, however, for South ruffed and drew trumps. He now worked out what was happening and made an overtrick.

There was good reason to think that West had made an underlead to try for a ruff. So when West followed to the club king, South worked out the complete distribution and finessed the club nine. Even if this lost, his contract was safe, for the diamond losers

Loud be thrown on clubs. In the replay, West made the nor-mal opening of four spades, and it was difficult for East-West to judge their potential. -

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- By Alan Truscott

South reopened with a double and North bid five hearts. East continued to five spades, and when this was passed to North, he doubled. A heart lead or a club lead would have given the defense the first three tricks. But North chose to lead 4 from in the home of cutting down

trump in the hope of cutting down ruffs.

However, the important ruff was it the closed hand, not in the dummy. North was able to win with the five in dummy and ruff out the diamond ace. Then he drew trumps, ending in dum-my to cash the diamond winners.

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West led the spade ten.

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### Violinist Perlman: A No-Strings-Attached Yankee Fan

#### By Ira Berkow New York Times Service

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NEW YORK — "Babe Ruth once lived here," said lt-zhak Periman, the internationally acclaimed violinist. "That's what people told me when 1 moved into this apartment. I believe it. There were a lot of broken windows. Babe must have practiced a lot."

Periman laughed. He sat in the living room of his handsome 11-room, 15th-floor apartment overlooking the Hudson River. He is 36 years old, his hair is curly and he wore glasses and a blue T-shirt with the inscription "Mostly Mozart." Ruth indeed lived at the address many years ago, but the damaged windows were strictly Perlman humor.

He loves music, sports and jokes, although not always in that order. He also enjoys the connection to baseball. particularly because he is a devoted Yankee fan. He first learned about baseball while attending the Juilliard School of Music.

#### Broke In With Pittsburgh

He remembers that it was 1960, when he was 15 and a musical prodigy who had moved from his native Tel Aviv to study in New York. "It was World Series time, and we were supposed to be practicing chamber music, but every-one was talking about baseball," be said. "Someone asked me what team I was for. I could hardly speak English. I said, 'I'm for Pirates.' I just liked the sound of the name - Pitts-burgh Pi-raies. "It was the worst thing I could have said. They were all

Yankee fans and they jumped all over me. So I became a Yankee fan, 100, just to keep from being killed."

Periman soon learned the nuances of baseball by watching games on television while practicing the violin. He worked on technique, as opposed to musical content. "I would put myself on automatic pilot," he said. But during the 1981 postseason, he has placed his prac-tice fiddle aside to concentrate on the games.

#### Form, Style and Reggie

"It's wonderful to see when somebody's excellent," be "It's wonderful to see when somebody's excellent," be said: "And to try to analyze what makes them good, what makes it work. It's always fascinating. Like in music, there's a certain quality that comes out, and it comes through the mechanics — the form and the style. You must have the proper form in order to produce.

"Take the way Reggie Jackson swings. It's extraordinary. He's going for broke; be attacks the ball with full extension of his body for maximum results. In fiddle playing, there has to be complete extension of the arm with the bow on the strings to get a decent sound, one

with fullness and power." In every country he visits, Perlman seeks to learn the

native games. His interest in sports extends beyond merely observing. He participates, even though, having con-tracted polio at 4, he wears leg braces and walks with metal crutches.

"I loved to play soccer in the streets when I was a boy," he said. "Of course, the only position was goalie. Oh, I was great! I stopped the shots with my sticks."

Today be swims and plays table tennis and some ten-nis. Tennis? "When people have patience," he said. "And if I can get with a grand player, I play doubles. He covers most of the court, and I hit the odd ball that comes my way.

His wife, Toby, a violinist and the mother of their four rus wife, 1009, a violinist and the mother of their four children, is an avid tennis player. "One day she came bome from tennis very excited," Perlman recalled. "She said she kept hearing music. She was hitting the ball on the sweet part of the racket and it sounded like Schubert. Imagine! I've never experienced that," Then he said with a laugh, "When I hit the ball, I smash it. Whomp!"

Another of his delights in sport is sumo wrestling in Japan. "These guys have funny-looking bodies — they're buge men weighing around 350 pounds and with short legs," he said. "They have to eat a special soup to put on all that weight. But they're amazingly agile.

#### The Short Goodbye

"Each guy gets in his corner, and they glare at each other. The first guy who falls or who touches out of the ring loses. Then they glare at each other. They make sev-eral feints until one of them pounces. But they have to be smart as well as strong. I've seen one of the best step aside when the other guy rushed at him full steam — it was 'Excuse me, bye-bye' — and the first guy went sailing out of the ring. And the match was over.

He said he enjoyed the coolness with which the winner performed.

So much of sports and music is mental," he said. "Sometimes you're pressing too hard and don't even realize it. You begin to worry about bow you're going to do, and you start to grip the bat or the fiddle bow too tightly. And the whole rhythm, the thing that basically makes it all go, is lost." His 12-year-old son Noah, whose room is plastered

with sports photographs — except for the blowup of a Newsweek cover with his father's picture — has won trophies for tennis. "He told me," Perlman said, "that on the serve, you're supposed to 'breathe the ball' as you hit it, in a similar way you have to breathe musical notes when you play them. It's all connected."

#### **Reed's Finale**

The most moving scene be ever witnessed in sports, he said, was the night Willis Reed, center for the New York Knicks, played against the Los Angeles Lakers in the final game of the 1970 National Basketball Association npionship series.

Reed had injured his leg earlier in the series and was not expected to play, "But then he came bobbling out and the crowd went bananas, real bananas," be said. "You could feel the pain he was suffering. "That was the height of professionalism. It was heroic.

He knew what he had to do and did it. He took two shots, made them both and then had to leave the game because be was in such agony. It captured the hearts of everyone, especially his teammates. And they went on to win. "It was inspiring."

# **On Being Burned-Out at 21**

National Asset

Barcelona last year. Instead, they arranged a transfer across Buenos

nos Juniors. And for Diego? Muchos pesos. He earns plenty from Coca-Cola

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while others are starving or fight-ing the floods? Maradona aged 20

years overnight. He stayed on air-

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The Soccer Scene

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of reach."

By Rob Hughes International Herald Tribune LONDON - We come to learn that even the batteries of genius run down. Even a truly exceptional athletic talent is prey to the dis-tractions of a heavily cloying, de-manding era of publicity.

Diego Armando Maradona, born 21 years ago this Friday, has a volcanic brilliance unmatched in his youth. Alas, he reaches the point of manhood estranged from the game that has already generat-ed his first million and from the country whose World Cup defense be is expected to galvanize next summer.

Instead of celebration, Maradona broods. He has absented himself from Argentina's training merely the Argentine soccer feder-ation) blocked his desired move to camp and thus misses important preparatory games against Poland on Wednesday and Czechoslovakia in two weeks. Aires to Boca Juniors which, de-spite impending bankruptcy, nego-nated a £2-million fee for Argenti-

'I Am Fed Up'

He has talked, 10 days short of his coming of age, of retirement. "I am fed up with soccer," be said.

"He is tired," said his agent. Prima donna, say the cynics. Maradona is home in Buenos

and the countriess other commen-cal concerns he promotes. And Boca agreed to pay him £500,000 to sign. £20,000 a month, plus bonuses, plus a percentage of in-come from exhibition matches out of the country. Only Borol's first Aires, so I cannot pretend to know what is going on. What I believe is that as a soccer player he has ab-sorbed more punishment -- and as a young man more damaging idolatry - than his years warrant.

This is the player for whom soccer looked to be a force of na-ture. He stands only 5-feet-6 but is blessed with buge shoulders, neck, chest and thighs; his shape is a cube. Let it be a Rubik Cube, for rope, Argentina and Africa sapped his will. If it seems there has always been an agent clinging to Maradona's broad shoulders, that's because there bas been. Jorge Cyterszpiler, his fat, inseparable companion, is the one pushing the deals, the one frightening off small-town newspabeneath the unruly, dancing, black curls and the face of an Indian child, he has such phenomenal acpers around the world with deceleration, such uncanny aware-

hess and shooting strength, that asm, the sheer love of performing, the options bewilder opponents. He darts, flicks and feints and, decades. There is more fire in the options bewilder opponents. He darts, flicks and feints and. Maradona than Pele. We have seen from almost any angle or distance, blasts or carves left-footed shots at him lash out when opponents have goal. "Blind," attests one Scottish sought to harm him, seen him brawl against Brazilians in Urudefender. "And he is five yards out guay last January. Off the field, too. his temper has The talent-spotters reached him when he was 9: at 12, he seldom

often flared. Earlier this year, he was taken to court for assaulting a young autograph bunter wbo he said abused his mother. Apparentslept at the home of his railwayman father and seven brothers and sisters. At 15, he was bloodied in the men's league; at 16, in interna-tionals. By 19. be had scored 100 goals in 154 senior games. ly he will return to court in the near future, fighting the tangles of complex promotional deals.

To compound it all, he says the South American press, which con-Maradona's pulling power, in tends that everything about a the audience-attraction sense, is n soccer star is public property, is in-terfering in his private life. national asset. Some say that the government (others says it was

Page 15

I believe that Maradona, who his international manager Cesra Menotti says "cried like a baby" when he was told he was too young and vulnerable to share the 1978 national triumph, will indeed per-form at the next World Cup for a projected relevision audience of one billion. But as we watch the player who mostly nearly realizes our soccer fantasies, it will seem heart-breaking when he salutes his goals more with an explosion of re-lief than of joy. Would that it were not too late to put a parental arm around shoulders where the business agent's has been so long.

of the country. Only Boca's fiscal instability could bother him now. although 6 games in 14 days in Eu-I wish someone, please, would take care of this little man's mind and body.

Meanwhile, paling somewhat by comparison, whole nations are on If it seems there has always been the brink of reaching the World Cup finals. On Wednesday, Russia expects to claim qualification by defeating Czechoslovakia in Tbili-si, while Portugal bas to win in Tel Aviv to revive bopes of reaching

the final 24. Algeria should eliminate Nigeria on Friday. The next day, the Hunmands bespeaking naiveté and greed in return for the genius' garians will be cheered through against Norway, And, starting Sunday, six countries — Hondu-ras, El Salvador, Canada, Mexico, Together, the've known the harrowing side of fame. The Barcelo-na chase brought the wrath of Cuba and Hait - will play three Spain's — and Argentina's — poor. Why should be get millions weeks of qualifiers to determine

two finalists. All no doubt tremendously important to the nations concerned, It just seems of less significance against circumstances that cause

one VIP to jeopardize his future in the week of his 21st birthday. botels. . . . And his youth was rushing past. The one question was whether he could hang on to the enthusi-A team game, to be sure. But few transcend that.

HOTELS EMPLOYMENT CLASSIFIED ADVERTISEMENTS RESTAURANTS NIGHT CLUBS EXECUTIVES AVAILABLE PLANNING (Continued from Back Page) TTALY HOTEL LA FENICE et des Artistes, Pre-ferred for its unique chrosphere, luce A CHANGE fored for its unique atmosphere, loc-urious conflort, but moderate prices. Near Theother La Feriera, 5 mms wolk-ing distance from St. Morco Square, Reservations. Tel: 41 2233 Venice The 411150 Ferice. Manager Dante Apol-AUTOS TAX FREE AUTO RENTALS EMPLOYMENT American staddarakar managing Middle East office of New York Stock Exchange member organization, wishes a change in his professional life, TO RENT: Galf GT1, R5 Turba, Porsche, Ferrari, Rolls, Clenet, Marcades, PRESTIGE AUTO ETOILE, Tel: 501 78 41 Paris. CENERAL POSITIONS WANTED TRANSCO TAX FREE CARS LARGEST STOCK IN EUROPE Send for free catalog & stock list 97 Noorderbox, 2030 Antwert, Belgium Tel: 031-426240. Tbu 35207 TRANS-8. BOY [Ethopical] Sviss commercial and LF.R. rated 300 hours; 1500 hours plic, on twin and single engine. Again Magas, 41 Ch. Cd-Futts, 1217 Maynin / Geneve Tel 1941 22/82 42 42 te la one of the most successful men i he industry, a brillion asset monoge and administrator. **EDUCATION** AUTO SHIPPING INTENSIVE SPOKEN FRENCH, Small te can be available if the

thoughts.

Jolted by Free-Agent Flow, NBA Starting Year of Financial Uncertainty

By Sam Goldaper New York Times Service -. NEW YORK - Ous Birdsong is a rich New Jersey Net, Mitch Kup-chak is a wealthy Los Angeles Laker and James Edwards, Scott Wedman and Bobby Wilkerson are affulent Cleveland Cavaliers. Welcome to the world of free :agency without compensation,

With the opening of the Nation-al Basketball Association Friday night, it remains to be seen if monship and the Nets respectability.

.m 'a After a 1980-81 season of turmoil, a 28-54 record and \$3 million. in losses, Ted Stepien, the Cleveland Cavaliers' owner, made ex-travagant offers to free agents, under the new right of first refusal. He offered Birdsong, the Kansas City Kings' 24.6-point scorer, \$1 million; Wedman, the Kings' for-

NBA PREVIEW

league's best offensive rebounders tailored its offense to Isiah Thomand scorers, and shoots with un-

canny accuracy. Once Orlando Woolridge, the multitalented Notre Dame forward, signs he should strengthen weaknesses. Chicago's front line of Artis Gil-more and David Creenwood. Gilmore, the 7-2 center, last season averaged 17.9 points and 10.1 rebounds and shot 67 percent. Greenwood averaged 14.1 points and 8.8 rebounds, Ronnie Lester's playmaking skills may compensate for the loss of Wilkerson, and the

Bulls should improve. Atlanta won 50 games and the divisional title the season before last. With-190 man-games lost to injuries last season, they won 31 games. The backcourt is still not healthy, but if draft choices Al Wood, Clyde Bradshaw and Rudy Macklin produce, the Hawks should move back up.

Under great pressure to win and do better at the gate are the Cavalthe Detroit Pistons and the Indiana Pacers. Cleveland's free-agent acquisitions are costing \$2 million a year. Is the money wisely spent? Unless Wedman plays in the backcourt, why was he needed when the Cavs had Mike Mitchell, a 24.7 scorer? Edwards is a better scorer than Bill Laimbeer, but is he as intimidating? Why did San Antonio trade playmaker James Silas? Stepien's deals may result in a few more victories but probably not a playoff berth

playing better than ever. If John-son, sidelined for 45 games after a as' playmaking. But 6-1 rookie guards usually do not turn teams knee injury, and Norm Nixon can around. Centers and strong for-wards do, and those are Piston play together, the backcourt is solid. Knpchak is the power forward and Jamaal Wilkes, a 22.6 scorer,

Tom Owens, a journeyman cen-ter from Portland, and 6-10 rookie Herb Williams must replace Edwards for Indiana. As a result of the Dudley Bradley trade to Phoenix, Don Buse is now the playmaker. The Pacers have more offense but are not physical enough. The likely conference playoff teams: Boston, Philadelphia, Milwankee, Chicago, New York and Atlanta.

Western Conference **Midwest Division** Last season, San Antonio con-

form a stronger front line. Phoenix, after several drastic moves, wound up with a 57-25 mark and the division champion-

is the small forward. Last season was a wipcout for Seattle. Gus Williams sat out the year in a contract dispute, injuries cost Paul Westphal and Lonnie Shelton 46 and 68 games, respec-tively, and Paul Silas retired, Williams is back, Shelton is well, and 6-7 rookie Danny Vranes joins Jack Sikma and James Bailey to

ship — but failed again in the playoffs, Point guard Dennis John-son, traded for Westphal, averaged verted from a run-and-gun team to one that still ran but played better 18 points a game, while Walt Dav defense. George Johnson, Dave is' scoring dropped off with his Corzine, Mark Olberding, Kevin Restani and Reggie Johnson formed "the Bruise Brothers" front conversion from small forward to uard. Dudley Bradley Macy are good backup line. George Gervin averaged 27.1 Cook's shift to strong points; Gene Banks should belp lowed for Truck Robins the rebounding and scoring. to small foward, Larry Houston's success starts with 10 rookie, will add bulk Moses Malone, the overpowering Al Attles, in his las center who finished second in scorcoach, would like to ing (27.8) and led in rebounding (14.8). Hayes, who will be 36 next month, is a durable athlete who State end its four-sca drought. The starting talented. Bernard Kin can help the offense and rebound-21.7 points: Joe Barry With David Thompson, Dan Iscenter, can run and sel and Alex English all averaging more than 20 points, Denver led needs to become more ing Larry Smith is backcourt mate for the the league in scoring but were last ing Lloyd Free. in defense. James Ray and Cedric Hordges must provide some re-bounding. The losses of Birdsong and Wedman make it tough for Kansas Portland has made the last five seasons. Th its points from its gua offense of Kelvin Rans son and Billy Ray Bat City. The Kings acquired Larry Drew from Detroit to bolster the Thompson, back from ry, averaged 17 points a 120 shots. Kermit Wash backcourt and are counting onrookies Steve Johnson, a center. and Kevin Loder, a 6-6 swingman, top to help. Phil Ford and Reggie King

sists. Abdul-Jabbaris said to be Lamp will press Calvin Natt at

small forward.

from three-point range. Its weaknesses are in rebounding and defense. The problems begin with 6-11 center Sven Nater, who has good offensive statistics \*(15.6 points and 12.4 rebounds per

game) but blocks few shots and is slow. But the Clippers have the NBA's top draft choice in Michael Brooks and the 6-10 Tom Cham-San Diego has plenty of guys who can heave the ball, especially bers, one of the quickest big men in the college ranks.

The likely conference playoff teams: Los Angeles, Seattle, Phoe-nix, Portland, San Antonio and Houston.

Berkow/The New York Time **Itzhak Periman** '... I put myself on automatic pilot.'

ward, \$800,000; and Edwards, the Indiana Pacers' 7-foot-1 center, \$700,000, The Kings matched the offer to Birdsong and traded him to the Nets for Cliff Robinson. The Cavaliers got Edwards, Wedman and Wilkerson, the Chicago Bulls big guard for \$350,000.

This could be a crucial season for several financially troubled franchises. A marked drop in attendance, coupled with a study showing that the collective losses of the 23 teams during the 1979-80 season jumped in one year from \$8 million to \$13 million, has stirred fears that several franchises will be able to survive without new ownership or new capital .

#### **Eastern Conference Atlantic Division**

Boston won its 14th championship last May, and Larry Bird, Robert Parish, Codric Maxwell, Kevin McHale, Rick Robey and M.L. Carr still give the Celts the league's strongest and deepest front line. Bird and guard Nate Archibald are the keys to another nitle. Boston has bolstered its aging backcourt of Archibald and Chris Ford with rookies Charles Bradley and Tracy Jackson.

With Julius Erving and Caldwell Jones at age 31 and Darryl Dawkins in the final season of his con-tract, this could be Philadelphia's 10°9'8 last hurrah for a while. The 76er cast is pretty much the same ---Erving, Caldwell Jones and Daw-kins in the front line with Bobby Jones, the NBA's best sixth man, in reserve. Maurice Cheeks is a

noven playmaker. New Jersey, hurting at center and guard, is rich in small forwards with Mike Woodson, Mike O'Koren, Jan van Breds Kolff and Albert King, Rookie Buck Wil-liams has the makings of an outstanding power forward. With the recent trade of forward Maurice Lucas to the Knicks for Ray Williams, the Nets have solved their backcourt problems.

New York traded for Mike Newin and Randy Smith. They are ex-pected to provide backcourt stability, lacking at times last year. Michael Ray Richardson is an outstanding playmaker and the Knicks will benefit from Marvin Webster's rebounding and defense. Washington will hardly be recognizable. Wes Unseld retired, Elvin Hayes and Kupchak were traded and Bobby Dandridge is an unwanted free agent. With the exfrom Los Angeles), the roster is dotted with draft choices, free agents and castoffs. Kevin Porter, the NBA assist leader, is out for the season with a ruptured Achilles tendon.

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#### **Central Division**

Although Marques Johnson stayed away from training camp again in a contract dispute and it's anyone's guess as to how many games ailing center Bob Lanier will play, Milwankee has doph and balance. Johnson is one of the

Υ.

Detroit, which had the fewest assists, the most turnovers and were the only team to average fewer than 100 points last season, has

are the key men.

**Bobby Wilkerson** .... Part of a Cavaller gamble.

Bradshaw TD Pass Leads Steelers to 17 points, 13 rebounds and 15 as-

The Associated Press PITTSBURGH -

Houston had tied the game, 13-13, with a 10-point fourth-quarter surge as quarterback Ken Stabler hit tight end Dave Casper on a 52yard touchdown pass play and, with 5:53 left to play, Toni Fritsch kicked a field goal.

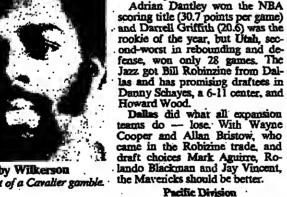
hit on a 46-yarder for a first-period TD); it was nullified by offsetting penalties. But Bradshaw finally found Stallworth for the go-ahead SCOLE.

Franco Harris scored the winners' final TD on a one-yard plunge after Steeler safety Ron Johnson returned an intercepted pass to the Houston 12.

| p rebounder and rookie Jeff  | evenings & wee  |
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| Marques Johnson<br>Bucks' sharpshooter.  | American     ESCOR     EVERY     YOU     Americ     212-5     212-4     212-9     Grit, be on at     176, Fresh Mean  |
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| LE<br>OR GO<br>asworld<br>34<br>991<br>445<br>or write POB<br>11365, USA<br>USA   | IN NEW YORK<br>TEL: 212-737 3291.<br>CACHET U.S.A.<br>BECOMT SERVICE<br>NEW YORK 212-242-06338 or<br>212-074-1310<br>MMM, FORDA 305-944-5683   | Tek (01) 252 9602.<br>AMSTERDAM<br>ESCORT GUIDE SERVICE<br>Tek: 247731.<br>UONDON - CHEISEA GIRL Escort Ser-<br>vice, 51 Becuchamp Picce, London<br>SW3, Tek 01 584 6513/2749, 4-12 pm.<br>HAMBURG<br>ESCORT AGENCY. Tek 040-644 5112.   | ESCORT AGENCY<br>Tel: 211 1158 or 231 88 18.<br>ZURICH<br>Vanessa Escort Service<br>Tel: 01/47 02 12 - 67 22 45<br>Zurich - Geneva<br>Montique Escort and Guide Service<br>Mate AND FEMALE  | GERMANY: 06103-86122<br>Frankfurt - Wiasburien - Mainz -<br>Gologne - Benn - Duesseldorf -<br>Berlin - Monich - Homburg.<br>SWITZERLAND: 0049-6103-86122<br>Zurich - Sasal - Lucerne - Berne -<br>Lausanne - Geneval.<br>BELGRUM: 0049-6103-86122<br>Brussels + major diles.<br>HOLLAND: 020-636956<br>Amsterdam Hague Rotherdom.<br>ENGLAND: 01-628 7969<br>LONOON.   |
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| LE<br>OR GO<br>usworld<br>934<br>991<br>945<br>or write POB<br>11365, USA<br>USA<br>USA   | IN NEW YORK<br>TEL: 212-737 3291.<br>CACHET U.S.A.<br>BECORT SERVICE<br>NEW YORK 212-242-0838 or<br>212-874-1310<br>MAWA FICEDA 25-544-5483<br>FILAUDEDALE, RA 305-942-5477<br>Other major cities available.<br>LONDON<br>Portman Escort Agency  | Tek (01) 252 9602.<br>AMSTERDAM<br>ESCORT GUIDE SERVICE<br>Tak: 247731.<br>LONDON - CHEISEA GIRL Escort Ser-<br>vica, 51 Recuchango Ricca, London<br>SW3, Tek 01 584 6513/2749, 412 pm.<br>HAMBURG<br>ESCORT AGENCY. Tek 040-644 5112.<br>GENEVA - JADE<br>Escort Service. Tek 022/31 95 09.<br>AMSTERDAM  | ESCORT AGENCY<br>Tel: 231 1158 or 231 88 18.<br>ZURICH<br>Vanessa Escort Service<br>Tel: 01/47 02 12 - 67 22 45<br>Zurich - Geneva<br>Montique Escort and Guide Service<br>Martine Tel: 01/261 90 00<br>ARESTOCATS<br>Escort Service<br>Lordon 437 4741/2<br>12 noon - midnight   | GERMANY: 06103-86122<br>Frankfort - Wisebaden - Maine -<br>Gologne - Benn - Duesueldorf -<br>Berlin - Monich - Homburg.<br>SWITZERLAND: 0049-6103-86122<br>Zurich - Basel - Lucerne - Berne -<br>Lausanne - Genevel.<br>BELGILM: 0049-6103-86122<br>Brussels + major chies.<br>HOLLAND: 0049-6103-86122<br>Brussels + major chies.<br>HOLLAND: 0049-6103-86122<br>Brussels + major chies.<br>HOLLAND: 01428-86122<br>Brussels + major chies.<br>HOLLAND: 01-628 7969<br>LONOON 1-628 7969<br>LONOON - 00 NL<br>OTHER EEC CAPITALS<br>Tel: Germany 0-6103-86122<br>ESCORTS required for LONDON<br>FRANKFURT - WIESBADEN - MAINTZ<br>SHIRLEY Each Service 0611/28278.<br>RANKFURT - WIESBADEN - MAINTZ<br>SHIRLEY Each Service 0611/28278.<br>RANKFURT - KAREN Escort Service, Tel:<br>Athens 360 2062. Escorts wavested.<br>LONDON JACQUELINE Escort Service. Tel:<br>ADDON JACQUELINE Escort Service. Tel:<br>UNDON JACQUELINE Escort Service. Tel:<br>NO. 142 7929.   |
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In Los Angeles' 111-102 preseason victory over the Celtics, Kareem Abdul-Jabbar scored 42 points and pulled down 17 re-bounds, while Magic Johnson had

#### 26-13 NFL Victory

Terry Bradshaw threw a tie-breaking 6yard touchdown pass to John Stallworth with 3:41 left to play, sparking the Pittsburgh Steelers a Miami Buffak 26-13 victory over the Houston Oilers in a National Football N.Y. Jet League game here Monday night. Pittsburgh limited star Oiler running back Earl Campbell to 56 yards on 23 carries. Campbell also

lost two fumbles. Konses City Son Diego Desarer Ookland Septile

The ensuing Steeler drive includ-ed an apparent touchdown pass to Jim Smith (whom Bradsahw had N.Y. Giont St.Louis Weshingto

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 28, 1981

### Observer Carrying a Big Twig

#### By Russell Baker

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NEW YORK - When I was 11 and briefly commanded the allegiance of four or five 8- and 9year-olds, being of bureaucratic mentality I decided to organize them into a gang. I composed and issued membership cards and drew up rules specifying degrees of pun-ishment for various derelictions

your membership card and interrupting the leader when he was talk-

ing. Оде evening when everybody but me was bored with bureaucratic details and loafing on the side-walk, certain hot-

heads complained that the gang was too passive and never did anything, so to calm this challenge to leadership I ordered them in go around on Pratt Street and find

front steps to muse upon the lonc-ly burden of leadership. Before long they all came running back flushed with success. They had found some guys around nn Prati

The smallest, though scarcely more than 15, was constructed like a stevedore. His fist felt like a sledgehammer when it landed on my oose.

Despite a craven suit for peace, 1 went to school next day with bru-ised ribs, a black eye and a loose tooth. Some months later, studying Theodore Rooseveli in history class, I analyzed my error.

Speak sofuly, carry a big stick was T.R.'s advice. I had blustered loudly and carried a limber twig. 1 am reminded of all this by the behavior of the Reagan people since their arrival in Washington.

They came speaking loudly at the Russians about their muscularity and speaking loudly to everybody about what a weak stick they were carrying. Even as an 11-yearold leading a prepubescent street gang, I would oever have considered this kind of policy.

would have been issued to the

gang: "OK, everybody, I want you to go around oo Pratt Street and tell any kids you see that we're going to beat the bejeebers out of them noe of these days." Yippee!" from the gang as they

start to run off. "Just a minute, everybody. I

want you to tell them something else 100. Tell them I weigh only 79 pounds and am in terrible shape but plan to send away fur the Charles Atlas body building program as soon as I get the money.

like a tank." I know what Wisengolf would have said, though be was only 8 years old "You're nuts!" Wisengoff would

have said. "Tell them that and they're going to come around here and cream the bunch nf us before we can get in shape with the Charles Atlas body-building equipment.

Whether the U.S. military weighs only 79 pounds and is built like a creampuff is doubtful, of course. The loud talk about carrying a weak stick is partly an expression of genuine concern about the drift of military policy and partly a political device to scare up popular support for fattening the Pentagon budget.

The Reagan people worked it effectively in the 1980 campaign to create an impression that the Democrats had imperiled the country's safety. They were clever enough, however, to suggest that the moment of danger was still a few years aff - the moment when the infamous "window of vulnerability" would open to Soviet missiles — and that fast Republican action might yet save us.

\* \* \*

President Reagan refuses to put his "window of vulnerability" in the storehouse of old campaign artifacts, and insists on broadcasting it as evidence of U.S. frailty while at the same time loudly talking about how tough we shall be with Moscow once we close the window

He has rewritten Teddy Roosevelt's dictum. Speak loudly and let them guess whether you're a 79pound windbag or 195 pounds of gristle — that's the oew formula-tioo. The guys around on Prati Street would have scouted out the answer to that one in short order.

# **Ancestral Spirits Still Haunt Japan**

By Tracy Dahlby theyton Post Service

OKYO - A windy autumn night, dried leaves scuttling across a deserted courtyard, paper lanterns swaying in the chill, casting a pale yellow light on the facade of a 300-year-old Shinto shrine.

Into this eerie scene stumbled a tipsy To-kyo office worker. Bowing his head, be hurled a handful of coins at a collection box and clapped his hands together to summon the spirit of a Japanese warrior who has been dead for a thousand years.

"I've been coming here since I was 10 years old," said the man, who refused to give his name and looked to be in his late 40s. "This is the shrine of my family's patron god, but if I told you what I was praying for it would spoil the effect."

#### Sacred Spot in Kanda

That god is Masakado Taira, a local warlord who lost his head to the emperor's army in 940 after a bloody battle for control of the great Kanto plain where, today, Tokyo is sit-uated. And this sacred spot in Kanda, one of the city's nldest districts, is dedicated to the peaceful repose of his vengeful soul.

To many foreigners, such beliefs may seem out of place in Japan's booming, industrial economy. But bundreds of well-kept shrines and temples, honoring the memory of fallen heroes and heroines, dot Takyo's congested cityscape.

Thousands of Takyoites call on the spirits each day, and night, with prayers for help with family troubles, success in business, good bealth and protection from accidents in the city's snarled traffic.

During O-bon, Japan's yearly "festival of the dead," many of the city's 12 million people flock to places like Kanda to offer rice and sake to the gods and to take part in traditional dances and songs aimed at appeasing the souls of their ancestors.

What gives the Japanese a healthy respect for the departed, said Keisake Nishimoto, an authority on the nation's vast supernatural folklore, is "we believe the world of the spirits is only a very small step from our human world. The spirits must be properly treated because if they are left in ramble around between heaven and the here-and-now they can do many nasty things."

#### Unfashionable

Japan's feverish postwar economic growth has belped push the country's spiritual legacy into the background and most of today's trendy younger generation regard open belief in the supernatural as unfashionable,

But the hair-raising tales of ghosts and goblins, once passed from one generation to another in the glow of the family charcoal

brazier, are oow kept alive by a multimilliondollar media business that churns out a constant flow of films, television plays and best sellers that cater to the nation's appetite for the macabre. effort in China.

The theme of revenge is the key to the stories that date from Japan's feudal period and tell of restless spirits of proud samurai warri-ors and faithful women jilted by busbands and lovers who return to wreak havoc on their earthly foes.

They still exert a powerful pull on the im-

To many foreigners, such beliefs may seem out of place in Japan's booming, industrial. economy. But hundreds of well-kept shrines and temples, honoring the memory of fallen heroes and heroines, dot Tokyo's congested cityscape.

aginations of Takyo's sophisticated city dwellers and reflect a rich part of the old capital's history.

Amid the towering glass and steel strucres of the city's downtown business district in Otemachi, a tiny Japanese garden with a stone tablet marks the spot where, according to legend, Masakado's head came to rest after a spectacular flight from his enemies' grip through the thundering heavens.

#### Expensive Ground

To the frustratioo of Tokyo real-estate developers, the 300-square-meter patch of ground - worth an estimated \$10 million in Tokyo's current market — has remained un-touched because of a widespread belief that tampering with it would rekindle the ancient rebel's fury.

bave met with hard luck,

According to Tatsuzo Endo, a local merchant who heads the Masakado Preservation Society, previous attempts to shon tradition In the late 1930s, Janan's military miles

outlawed the colorful festival held each September for centuries to honor the popular hero. Instead, they insisted, the money fur the event should be funneled into the war In 1940, be recalled, the government's

Ministry of Finance, then built on a nearby site, burned down during a thunderstorm and "people said it was the revenge of Masakado

In the early postwar days, U.S. occupatioo forces brought in buildozers to pave the area for a parking lot. Two Japanese workers were

killed oo the job, prompting a U.S. officer to call in Endo's father to explain the legend. "The interpreter was very poor," said Endo, whose family has lived in Tokyo for 400 years, "so my father had to explain very simply that this was the home of a very big chief, like among the American indians. The officer got the message and decided to spare the place.

#### Memorial Rebuilt

In the mid-1960s, Mitsui, Japan's giant tracing conglomerate, bought the adjacent property for the construction of its 24-story world headquarters. A rash of serious accidents and a tangled legal dispute halted work on the project for several years before Mitsui decided to spend \$75,000 to rebuild the Masakado memorial. One top Mitsui executive suggested that

the company views the sizable annual bill for carefully tending the spot as something of an insurance policy with the powers beyond the pale. "From the standpoint of our spiritual health," he said, "we cannot afford to contradict tradition."

Inside Mitsui's offices, each desk is positioned so that come of its 6,000 employees will be forced to sit with their backs disrespectfully displayed to Masakado's stone marker.

Earlier this year, Toshikumi Yahiro, Mitsui's president, called on Masakado's larger shrine in Kanda, the official said, to pray for help in Iran where the political turmoil has stalled work on the company's multi-billion-dollar petrochemical plant project. "None of this can be proved by modern science," Endo said, "but for many centuries

people have held to such beliefs and it is only natural that they have carried over until to dzv.

Originally, Masakado's popularity, be said, stemmed from the fact that his rebellion "affered hope to people who suffered from the evils of politicians, heavy taxes and cruel treatment at the hands of the government."

Ancestors of today's Tokyoites organized festivals in his honor "so that they could let off steam. Things baven't changed. People still talk about Masakadn's revenge and politicians here are basically the same as they tiers a thousand years and

#### Elias Canetti to Attend **PEOPLE:** Nobel Prize Ceremony

This year's elusive winner of the Nobel Prize for Literature. Elias Canetti, will attend the Dec. 10 donated \$1,000 to the Stowe Res. cue Squad, an all-volunteer ambulance operation. "He likes the idea of a nice gesture, something that award ceremony together with his wife. Canetti, who has been dewill help provide some service to scribed as very shy and retiring, successfully eluded the combined the community." said Reed's lawyer. "He'd rather leave a better impression than the incident might have left." In "the incident," Reed efforts by the Swedish Academy and the world's press to get at him was hauled out of The Pub by roafter his award was announced was hauled out of the Pub by co-lice after he challenged patrons first to arm-wrestling matches and then fistfights, allegedly breaking furniture and bottles in the pro-cess. Bar owner Richard Hinghes, also an Englishman, said the actor agreed to pay him \$253 in restin-tion. Oct. 15. "I have reached Canetti at his home in Zurich," the academy's permanent secretary, Lars Gyllensten, said. 'The Nobel laureate expressed his satisfaction over the award and will be glad to come here and collect it in person," Gyllensten said.

\* \* \*

A 5-year-old Polish boy who un-derwent open-beart surgery in Buf-falo, N.Y., last fall returned with his family to thank the people who donated toward the cost of his on cration. "The family Philanthropist Mary Laster is re-ported to be hospitalized in London recovering from an undis-closed illness, her office said in New York. Mrs. Lasker with her his family to inank the people who donated toward the cost of his op-eration. "The family wanted to say 'thank you' to the people of heav-ly Polish western New York and southern Canada for all their belp," said Brian Rusk, one of the organizers of the drive that raised husband established the Albert and Mary Lasker Foundation to support medical research and the arts. She is expected home within the next week or two, her office said. An award ceremony honoring the philanthropist has been postponed because of her illness, the family's travel expenses. Marcin Kwiecinski of Mielec, Poland, was sponsoring firm of Lord and Tay-lor announced. The ceremony, which was to have been held Oct. derwent surgery at Children's Hos-pital. He and his family have been living with relatives in New York 28, is expected to be rescheduled next spring.

In an interview a few weeks before the assassination of Egyptian President Anwar Sadat, Jihan Sadat said she always feared ber busband would be killed and she "would oever remarry" if it hap-pened. "But life is not only a man. Life is keeping busy, enjoying your time, then you will never be ione-ly," Mrs. Sadat said to a British magazine, Woman's Own, which just published the interview. "At the beginning, after the 1952 revolution, we were put in so many dif-ficult situations," Mrs. Sadat said. "I was always worried that my busband would be killed, that something would happen to us and I would lose him." Mrs. Sadat saw her husband fatally wounded on a Cairo parade ground Oct. 6.

#### . . .

British actor Oliver Reed, ever the tough guy oo the screen, wants to make amends to the small ski resort town of Montpelier, Vt., where he was arrested earlier this mooth after a barroom brawi. Reed, 43, who has played swash-buckling rogues in "The Four Musketeers," "Lion of the Desert" and "Obver!" pleaded no contest

Airport in Denver by a pro-ancien-group. Miss Fonda, the actor's eis-ter, is opposed to ouclear power. The complaint against the 42-year-old actor was signed by Gerald Pechenek of Chicago, a member of the group. Pechenek didn't show up, so County Judge Samuel Ri-bins dismissed charges of distrib-ing the reace and destruction of ing the peace and destruction of private property that had been filed against Fooda in the July 24

incident.

4,000 for the operation and the

brought there last autumn and un-

\* \* \*

The city's chief witness didn't

show up in court, so a judge dis-

missed charges filed after actor Pe-ter Fonda allegedly tried to cut up a sign that said, "Feed Jane Fonda

to the Whales." The sign had been

put up at Stapleton International Airport in Denver by a pro-nuclear

City while Marcin recuperates.

Commissioner Jarl Wahlstrom of the Salvation Army has been named general-elect of the international evangelical and philanthro-pic organization. Wahlstrom will take over as the army's general on Dec. 13 when General Arnold

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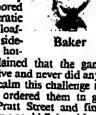
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some people we could fight with. What was a gang for? When they dispersed 1 settled onto the

found some guys around nn Prati Street willing to fight, and these guys were even then assembling a few other guys, and sooo they would all arrive to fight. Arrive they did a few minutes later. A meaner, nastier-looking group of brutes I had never seen. The smallest though scarrely more

### such as losing

so in two or three years I'll be built

